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Warehousing's N. R. A. Situation at the Beginning of November

By KENT B. STILES

AS this November issue of *Distribution and Warehousing* went to press the following was warehousing's position under the National Industrial Recovery Act:

¶ 1. A public hearing had been held, Oct. 27 at Washington, on the merchandise warehousing trade's proposed code, and subsequent conferences were in progress, extending through early November, between NRA officials and representatives of the merchandise division of the American Warehousemen's Association. At the hearing the industry's spokesmen reiterated its arguments that the certificate of convenience and necessity clause, earlier stricken out by the NRA, be restored as a safeguard to the public welfare; and labor demanded a 40-hour week and elimination of the southern wage differential. Approximately a hundred executives attended the hearing. (Story begins on page 6.)

¶ 2. Representatives of the National Furniture Warehousemen's Association and the Mayflower Warehousemen's Association had assembled in Washington, Oct. 24 and 25, for a preliminary hearing on furniture warehousing's proposed code. While the attitude of the NRA pointed toward furniture warehousing being compelled to place its moving operations under the general trucking code instead of within the proposed household goods code, nevertheless the Administration officials were open to argument and agreed to accord this branch of the industry

a public hearing. Up to Nov. 1 no date for this had been set. (Turn to page 13.)

¶ 3. Hearing on the proposed code of the Association of Refrigerated Warehouses (a division of the American Warehousemen's Association) was in suspension owing to disagreements between the A. R. W. code committee and the Agricultural Adjustment Administration regarding three major points: (a) capacity control; (b) cost of service (prohibiting rates below cost); and (c) inclusion of Federal and State and municipal cold storage plants in the code. The A. A. A. was insistent that the first two must come out of the code; and expressed doubt as to its ability to compel Government-owned plants to subscribe to the code. (Page 11.)

¶ 4. Announcement had been made, Oct. 30, that the public hearing on the motor truck code would be held before an NRA deputy administrator on Nov. 16. The NRA commended the American Trucking Association, Inc., as "truly representative" of the trucking industry. (Page 10.)

¶ 5. Amendments to the Domestic Freight Forwarding Association's code had been asked by employees' representatives at a Washington hearing, Oct. 17. The workers were demanding substantial wage advances over the scale purposed in the code, together with elimination of pay differentials between southern and northern sections. (Page 14.)

NRA Holds Public Hearing on Merchandise Warehouse Code

Harmony Marks Historic Gathering of Industry's Leaders as Sidney A. Smith and Associates Submit Revised Document—A. W. A. Spokesmen Emphasize Importance of Certificate of Necessity Clause Being Restored as a Safeguard to Public Welfare—Labor Demands a 40-Hour Week and Urges Elimination of Southern Wage Differential

By STEPHENS RIPPEY

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

WITH some leaders of the industry participating and others looking on, the merchandise warehousing industry formally presented its code of fair competition to the National Recovery Administration at a public hearing on Oct. 27. The hearing was held in the Willard Hotel and was presided over by Assistant Deputy Administrator Kenneth Dameron.

At the conclusion of the hearing, which was marked by absence of rancor and opposition—except opposition by labor to the hour and wage provisions—Dr. Dameron expressed the belief that in the end the industry "probably will have a code which will exceed the expectations of the committee which presented it."

The presentation made by the merchandise division of the American Warehousemen's Association, under the direction of President Sidney A. Smith, Chairman Elmer Erickson of the Industry Recovery Committee, and Executive Secretary Wilson V. Little, was superb. It was complete, to the point, and brief, covering every phase so that few questions had to be asked of merchandise division witnesses.

It can be truthfully said that, putting aside labor's objections, there was no opposition to the code, although certain warehousemen appeared and asked amendment of some of its provisions. It would be unfair to characterize these requests as opposition, for the hearing revealed no spirit of warfare or antagonism—and this applies also to labor's objections.

Dr. Dameron was assisted by John J. McPeak, of Philadelphia, representing the Labor Advisory Board; Thomas E. Witters, president of the Baltimore Fidelity Warehouse Co., Baltimore, Md., representing the Industrial Advisory Board; Stuart F. Heinritz, former editor of *Purchasing Agent*, representing the Consumers' Advisory Board; and Melvin Sims, representing the NRA legal division.

Rail Operations Included

As presented to the Administration the code, as revised for the public hearing, will cover railroad-owned warehouses and field warehousing, the latter probably through a supplement. There has been no thought that railroad-owned warehouses would not be covered by the code.

Because of the smoothness of the merchandise division's presentation and the lack of opposition, the hearing actually ran only about four hours, excluding time out for the luncheon recess.

Amendments to the code proposed at the hearing were as follows:

1. By Mr. Smith: A proposed Article XII, which seeks to restore to the code the public convenience and necessity feature which had been eliminated from the revised draft upon insistence of NRA.

2. By R. C. Fulbright, Houston, representing American Ports Cotton Compress and Warehouse Association and Southern Ports Compress and Warehouse Association, and John T. Money, member of the national merchandising committee of cotton compress and warehousing companies: An exception which would exempt from the code cotton compresses and warehouses located on and west of the Mississippi River and south of the Ohio and Potomac Rivers, on the ground that these compresses are under jurisdiction of the Agricultural Adjustment Administration.

Trucking's Request

3. By C. S. Reynolds, Tacoma, Wash., speaking for warehousemen in the Pacific Northwest who conduct trucking operations: Expansion of the code to include all warehousing, so all warehousing can be under one code and all trucking under one code.

4. By Paul Maloney, Jr., president of the New Orleans Warehousemen's Association: Addition of a new section between sections 2 and 3, Article VI, giving the code authority power to "recognize the right of warehousemen filing tariffs under this code to equalize insurance and competitive conditions as are made necessary for a retention of the competitive conditions in the business."

5. By Edward T. Peirce, of the Pemaquid Warehouse, New Bedford, Mass.: Addition to the fair trade practice provisions of a section which would prevent cotton mills from forcing cotton sellers to warehouse at mill-owned warehouses on threat of refusal to purchase cotton.

6. By A. B. Efroymson, vice-president of the National Terminals Corporation, Cleveland: An amendment designed to clarify the definition of "merchandising warehousing trade" which, he said, would make certain that the code covered warehouses of water transportation companies. Mr. Efroymson also asked for a 48-hour week for labor and a 72-hour week for watchmen.

7. By John V. Lawrence, representing American Trucking Associations, Inc.: An addition to the "merchandising warehousing trade" definition which would provide that the term "shall not include the operation of vehicles transporting property over publicly owned highways," so the code could not be interpreted as applying to trucks.

8. By Mr. Heinritz, for the Consumers' Advisory Board: Disallowance of the convenience and necessity clause and elimination of the provision setting up average cost as the basis for rate making.

A few days after adjournment of the merchandise code hearing the following was received from George H. Manning, chief of "Distribution and Warehousing's" Washington Bureau:

(By Telegraph)

WASHINGTON, Oct. 30.—Post-hearing conferences on the code of the merchandise warehousing industry were being held between Deputy Administrator Kenneth Dameron and other NRA officials and a sub-committee of the industry recovery committee as this issue went to press.

The first of these conferences was held Oct. 30 and lasted nearly three

hours. Another conference was to be held the following day, with the possibility of still more later.

Members of the sub-committee who participated in the conferences are President Sidney A. Smith, Chairman Elmer Erickson of the industry recovery committee, Executive Secretary Wilson V. Little, B. F. Johnston of Los Angeles, and A. Lane Cricher, Washington code rep-

resentative of the A.W.A. merchandise division.

It was said by the participants that the discussion was not confined to any particular subject but was directed at various features of the code on which there were some differences between the Administration and the industry.

No discussion was had on the marine terminal situation at the Oct. 30 conference, it was said.

9. For the Labor Advisory Board, Mr. McPeak demanded a 40-hour week and minimum wage rates of 50 cents an hour in cities of 500,000 or more; 47½ cents in cities of 50,000 to 500,000; and 45 cents in cities under

50,000. He also decried the attempt to "chisel" 50 cents a week from the minimum wages paid office workers in the smaller cities, and urged elimination of the lower southern wage differential.

MR. SMITH, who is president of the Anchor Storage Co., Chicago, made the formal presentation of the code, explaining that the merchandise division "comes to you as the spokesman for the merchandise warehousing industry in support of the code of fair competition as filed on October 14, 1933."

The merchandise warehousing industry, Mr. Smith said, has "enthusiastically supported the thought and spirit of the national industrial recovery Act." He pointed out that almost immediately after the Act was signed the industry appointed its Industry Recovery Committee, which started to formulate a code.

Great care was taken in appointing this committee, he said, to see that it would be truly representative of the entire country and of the industry. He said the provisions of the original code, presented Aug. 24, and the revised code had been made known to the industry.

Since distribution of the revised code, minus the industry expansion provision, Mr. Smith said, there has come "an insistent demand from our trade that a section be added to the code which will provide for a showing of public convenience and necessity by anyone who proposes to create new warehousing facilities."

He thereupon proposed a public convenience and necessity clause as a substitute for the industry expansion provision deleted at NRA request. This proposed clause reads:

"A certificate of public convenience and necessity shall be required for the operation of any merchandise warehousing space other than that actually in operation or in course of construction on Oct. 27, 1933. The code authority shall receive and consider applications therefor and shall issue such certificates, subject to the approval of the Administrator, when proof has been furnished that public convenience and necessity require such additional space."

Dr. Dameron gave no indication of his attitude toward this or any other proposed amendment.

Mr. Erickson, who is manager of the Midland Warehouse & Transfer Company, Chicago, and a past general president of the A. W. A., then took the stand to explain the various provisions of the code. He read, for the record, the qualifications of the merchandise division to represent the industry, and told of events leading up to writing of the code.

He revealed that the executive committee of the division, at a special meeting on Oct. 26, had adopted a resolution waiv-

Witters Made NRA Advisor

ANNOUNCEMENT was made by the National Recovery Administration at Washington on Oct. 25 that Thomas E. Witters of Baltimore has been appointed the merchandising warehousing trade's industrial advisor to the Administration.

Nationally known in warehousing by reason of his chairmanship of an A.W.A. committee which compiled "Warehousing General Merchandise. An Encyclopedia", Mr. Witters is president of the Baltimore Fidelity Warehouse Co. and a past president of the Maryland Warehousemen's Association.

At the public hearing on the merchandise code at Washington on Oct. 27 Mr. Witters assisted Assistant Deputy Administrator Kenneth Dameron, who presided.

ing the requirement of the constitution and by-laws of the division that only those who had been engaged in the merchandise warehousing business for at least two years could be eligible to membership. This was done because of a suggestion made by the NRA legal division that the requirement constitutes an inequitable restriction on membership not permitted under the national industrial recovery Act, Mr. Erickson said.

He spoke of the many constructive acts which had been taken by the merchandise division since its inception in the interest of the industry, mentioning particularly the uniform warehouse receipts Act, the simplification and standardization of forms undertaken in cooperation with the Department of Commerce, and the issuance of "Warehousing General Merchandise. An Encyclopedia."

Because of the varied services which the merchandise warehouseman is called upon to render, and because the services are open to all on an equal basis and merchandise warehousing is an integral part of the national distribution system, Mr. Erickson said, the merchandise warehouse is, in fact, a public utility.

He spoke of public regulation which has been undertaken in California, Washington, Minnesota, and Indiana, and said that because such regulation tends to stabilize trade conditions and enables manufacturers and other warehouse users to determine accurately their costs of distribution, and because of the philosophy of the national industrial recovery Act, the code provides for "a sort of public utility supervision of the merchandise warehousing trade." This involves formulation, publication and filing of tariffs of rates and charges, constructed in accord with approved accounting procedure, he said.

"We believe that the establishment of supervision of this nature will tend to accomplish within the merchandise warehousing trade the purposes embodied in the President's program and will assure to employees in the trade the improved standards of labor that the national industrial recovery Act contemplates for them," said Mr. Erickson.

"It is our experience that in those States where public utility regulation now applies, higher wages are paid and more stable economic conditions prevail."

Taking up the question of wages, Mr. Erickson emphatically denied that merchandise warehousing is a "sweatshop trade." He pointed out that wages constitute the major variable item in operat-

ing costs. Taxes, insurance, interest, amortization, have remained stationary or have increased during the past three years, he said, and little could be done to decrease them in an effort to attain the economies made necessary during this period because of reduced income.

Wages paid in the warehousing industry, he said, compare most favorably with those paid for similar classes of work in other trades and industries. The hour and wage provisions of the code, he said, are designed to restore wages and salaries prevailing during more prosperous times.

He warned that this restoration would be possible only through acceptance of other provisions of the code: standardization of trade practices, published tariffs, approved rules of conduct.

Control of Expansion

Turning to the question of control of industry expansion, Mr. Erickson declared that "we consider such control vital in the merchandise warehousing trade."

"For the past several years," Mr. Erickson continued, "large numbers of buildings have been abandoned by other trades and left vacant. Their owners or the receivers of the properties have turned to merchandise warehousing as a source of income. They have been satisfied to attempt to procure revenue sufficient to pay taxes and insurance, and the rates and charges that they have instituted for their warehousing service have no regard for normal costs of warehouse operation.

"They have offered these non-compensatory rates and charges to customers of established warehousemen. The warehousemen have had to meet these unprofitable or below-cost rates or lose their customers and go out of business. The advent of these owners or receivers of vacant properties into the warehousing business has disrupted heretofore existing satisfactory arrangements between warehouses and their customers, and has demoralized the merchandise warehousing trade in all of the major distributing centers of the country.

"This has resulted in rate levels below cost, in depletion of capital assets, in enforced reductions of salaries and wages paid to employees. We submit that the over-expansion of an industry in the manner and with the results described is economically unsound and contrary to the public interest.

"We believe we are right in assuming that it is this sort of over-expansion that the President's program, as expressed in the national industrial recovery Act and in his public addresses, is designed to control. We firmly believe that the means proposed in the code herewith submitted will effectively and fairly accomplish that control so far as merchandise warehousing is concerned."

Mr. Erickson said that it was impossible for a monopoly to be formed within the industry, or for rates and charges to become oppressive to the public through operation of the rate and industry expansion provisions of the code.

He pointed out that the merchandise warehouseman is in competition with other industries and with his customers' own facilities.

"If his charges become such as to prove too costly to his customers, they would establish their own facilities in their various markets or they would find other agencies and means for having their distributing needs more economically taken care of," Mr. Erickson said.

"When the use of merchandise warehouses ceases to be economical as compared with other methods of distribution, then merchandise warehousing will go the way of all other industries that have become obsolete. Therefore, there can be no danger that any provisions of this code tend toward monopoly."

David L. Tilly, president of the New York Dock Co. and a member of the Industry Recovery Committee, explained the definitions, declaring they had been written in "business men's language."

Dr. Dameron asked him whether any members of the merchandise division were engaged in any of the services excepted from the "merchandise warehousing trade" definition. He replied that some of them were and that if these members were engaged, for example, in storage of household goods or cold storage, they would come under the provisions of the other codes.

Answering another question by Dr. Dameron, Mr. Tilly said exclusion of municipal, State, and Federal warehouses from operation under the code would defeat its purpose.

Small Operator's Viewpoint

Speaking as a typical operator of a small warehouse, Clem D. Johnston, president of the Roanoke Public Warehouse, Roanoke, Va., declared the labor provisions of the code constituted a contribution toward national recovery "that is undoubtedly larger than the merchandise warehouse trade might reasonably be expected to make, and yet it is a contribution that we are very happy to undertake."

"As to wages," Mr. Johnston said, "we have seen a number of codes recently approved by the President where the minimum wage for the same general class of labor as we principally employ is 25 cents per hour. We are proposing a considerably higher rate of pay and a 45-hour work week instead of the 48 to 54 hours demanded by many of our members and some of our regional groups, believing that the figures proposed represent the maximum contribution possible consistent with the continued healthy operation of the warehousing trade.

"We share the belief that if other lines of industry will participate on a comparable basis, then we shall have taken a new step forward in social progress."

Readjustment of the warehousing business to the new hours and wages necessarily will involve "severe dislocations and considerable hardship," Mr. Johnston said, continuing:

"We have had complaints from individuals and from organizations protesting

against the proposed wages and hours and detailing so many excellent reasons as to why they should not be applied that under normal conditions their protest would be sustained without question, but we have also tried to keep constantly in mind the needs of our nation and of our less fortunate fellow men.

"After seeing and weighing those needs against our own interests, sometimes described as selfish interests, the committee decided and, I believe, not unwisely, to retain the shorter hours and higher wages presented."

The Merit Clause

Speaking of the so-called merit clause, Mr. Johnston said that there had been an insistent demand on the part of many in the trade that the entire section 7(a) of the national industrial recovery Act be excluded from the code unless the merit clause could be placed in the same section.

He said, however, that in view of the recent interpretation of section 7(a) by President Roosevelt, he felt that the majority of the protests would be withdrawn.

Asked about labor conditions in the industry in the South, Mr. Johnston said he could not speak for the South. In his own plant, however, he said, there were 18 employees before the President's Re-employment Agreement was signed; now there are 35. Wages were raised from 22½ cents an hour, which was 5 cents above the prevailing scale in Roanoke, he said, to 35 cents under the P. R. A.

Mr. Smith took the stand again, this time to discuss the administrative features of the code.

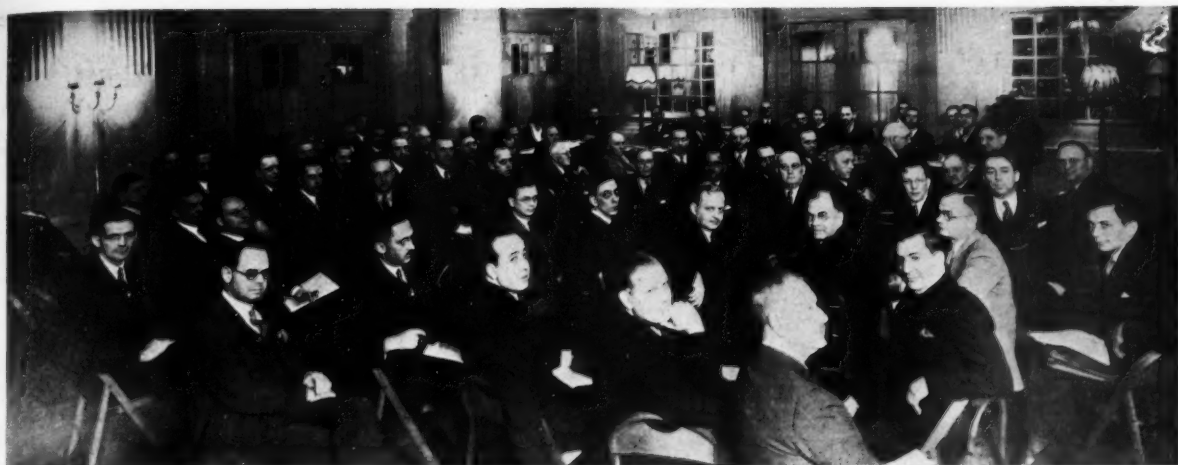
He said that through all the work of preparation of the code there was a definite effort to provide for the general good. The work was done, he said, with a feeling and understanding that so far as they do not actually conflict with the principles of the code, local and regional associations will play a large part in forming the policies of the trade.

Mr. Smith promised that money received for code administration "will be strictly accounted for and will not be commingled with the funds of the merchandise division."

Dr. Dameron expressed interest in the assessment provision and inquired if it were not possible that assessments would become burdensome on some members of the trade. Mr. Smith said he did not believe so, and pointed out that the assessment for the smallest warehouses was only \$36 a year.

Frank M. Cole, treasurer of the Radial Warehouse Company, Kansas City, Mo., was the next witness. He said he represented the Kansas City Warehousemen's Association; Missouri Warehousemen's Association; and the Midwest Warehouse & Transfermen's Association, of which he is the president. These groups, he said, supported the code wholeheartedly.

Mr. Cole told of adoption of the standard terms and conditions for warehouse receipts and how the terms were arrived at in conferences between all interested parties, under supervision of the Department of Commerce.



First of the NRA public hearings directly affecting the storage industry—scene at the Oct. 27 session at which the merchandise warehouse trade's proposed code was considered, in the Willard Hotel, Washington, D. C.

Taking up the rate-making section of the code, he pointed out that warehouse rates are not made to include special handling that is demanded by certain customers and do not penalize any storer whose demands for service do not call for specialized service.

He said the "adequate" rate or charge provided in the code should not be below the average cost in the locality where the rate or charge is operative.

"This is highly important, to my way of thinking," Mr. Cole said.

He pointed out that if properties involved in bankruptcies and receiverships should set a charge which is extremely low, it will result in still further bankruptcies with a lower basis of charges which will cause further breakdowns in the trade.

"In other words," he said, "the public protection, as well as industrial protection, depends in large measure upon maintenance of average cost provisions as the basis of our tariffs for any locality. In addition, in order to maintain good wages and to employ more men, it is imperative that reasonable remuneration for warehouse service be obtained. A basis of average cost will permit the realization of the President's objective, in our opinion, with every consideration taken into account concerning the proper protection of the public."

Gus K. Weathered, vice-president of the Dallas Transfer & Terminal Warehouse Co., Dallas, said he and a "large number of men engaged in the merchandise warehousing business in the Seventh Region" had studied the code and strongly recommend its adoption.

Mr. Weathered said approval of the convenience and necessity clause of the code was an "urgent necessity," principally because 60 per cent of existing warehouse space in the Seventh Region is unoccupied.

New England warehousemen are in favor of the code, said Samuel G. Spear, treasurer of Wiggin Terminals, Inc., Boston, and a past president of the Massachusetts Warehousemen's Association. These warehousemen, he said, wish to

back the President in increasing wages and causing reemployment.

"I wish, however, to stress that in order to do this we must have protection against the chiseler and against the bankrupt and vacant real estate which may be placed at a moment's notice in competition with a trade already having twice the space needed for the present volume of business," Mr. Spear continued.

"The tariff provisions of our code are necessary to protect us from the chiseler who has taken advantage of the misfortunes of our overspaced condition. But perhaps the most serious condition of our industry and one which would prevent more than any other our ability to improve employment and wage conditions is the bankrupt space and vacant industrial space which is placed in unfair competition with warehousemen meeting their obligations of taxes, interest, etc.

"Already this condition has so affected rates and amount of business in our own company that we have had to default on our bond interest, and receivership is imminent unless we can secure protection against further entrance of properties such as I have described into our already overspaced trade."

Strongly urging approval of the industry expansion provision, Mr. Spear said:

"The merchandise warehousing trade has suffered not only from keen competition, but also by reason of the fact that anyone who has gone out of business and had a large amount of space in a building available for use as storage space has put this space to such use in order to return only sufficient funds to pay taxes, in many instances, and as a result all sorts of warehousing facilities have been placed at the disposal of the public and in competition with what may be termed regularly operated warehouses.

"Unless there is a public control of such a situation the opposite of the objectives of the national industrial recovery Act may ensue. Practically all of the warehouse storage charges are necessarily to cover the fixed expenses of the

warehouse industry, under normal conditions. If the supply of service space is greatly increased, then the supply of goods for storage is simply spread over a greater area, attenuated or diminished, and the result is that storage charges must necessarily be increased.

"It is for the public protection, therefore, as well as for the protection of our industry, that certificates of convenience and necessity should be issued with regard to industry expansion. It goes without saying that it becomes necessary to increase warehouse storage charges in order to take care of the storage of goods in a community should the greater space be made available for warehousing the same amount of goods.

"There is a certain limit to which warehouse rates might rise without a complete undermining of the industry as a whole. If warehouse rates, without any control of warehouse expansion, should, because of undue and economic expansion, have to be increased to any great extent, it is then probable that other methods of distribution would replace the function of the merchandise warehouse in distribution and unemployment in large measure would result insofar as the warehouse industry is concerned.

"The theory underlying the proposed certificates of public convenience and necessity section of this code is more to the end that there will be a public protection, as well as to give protection in the way of stability for the industry to those now in the business of merchandise warehousing.

"Instead of there being a decrease in the amount of the space offered for merchandise warehousing during the past few years there has been an increase due primarily to the depression. There has, however, been no increase in the amount of goods offered for storage; in this there has been a decrease.

"The economic result is clear. Lack of control of industry expansion, from the point of view of the public, tends toward an increase in instability, and causes bankruptcies in the industry. In order

Public Hearing on Trucking Code Is Set for November 16

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

(By Telegraph)

WASHINGTON, Oct. 30—Hearing on the code for the trucking industry was today set by the National Recovery Administration for Nov. 16. Division Administrator Malcolm Muir will preside and the session will be held in the Commerce Department Auditorium.

At the same time the hearing was announced the NRA made public a revised code for the industry. This carries some changes from the previous draft but on the whole does not differ materially.

So far as possible, duplication in the appendices were eliminated and the common provisions placed in the body of the code. Some changes were made in the definitions. The so-called merit clause was eliminated, and some changes were made in the provisions covering hours and wages. The tariff provision was amended to provide that rates should be related to those already approved for similar transportation services by Federal or State bodies.

Practically all the obstacles

to a hearing had been removed by weeks of effort on the part of officers of American Trucking Associations, Inc., and officials of the NRA, led by Deputy Administrator Malcolm Muir and his assistant, E. E. Hughes. Many problems facing the industry yet remain to be ironed out, but much of this will have to be done following the hearing, at which all conflicting groups will be given a chance to air their views.

While no definite decision had been made by Deputy Muir, it appeared more and more likely that the household goods code filed by the National Furniture Warehousemen's Association would be finally included in the master code for the trucking industry, probably with some provision in an appendix for any peculiar conditions in that industry which could not be taken care of in the master code.

The exact form the master code will take was a matter for future consideration. The general expectation was that in the main body will be basic labor provisions and basic fair trade practices, together with an administrative set-up

for the entire industry. Appendices were to be provided to take care of different branches of the industry, such as the furniture warehousemen. Possibly appendices will cover regional differences, as well as differences among the various branches of the trucking industry, though this was indefinite at the time this was written.

The NRA has recognized American Trucking Associations as "truly representative" of the trucking industry, a condition which must obtain before any code can be considered. Every effort was being made both by Mr. Muir and his associates and officers of A.T.A. to coordinate the industry and to level off differences of opinion for the common good.

The central committee of the A.T.A. met here on Oct. 19 and transacted routine business. The committee also determined upon a campaign of expansion of truck association activities throughout the country. The campaign starts Nov. 1 and is to end Dec. 10. Its object is to get the trucking industry organized.

—Stephens Rippey.

to effectuate the purposes of the title of the national industrial recovery Act, it is our belief that it is not the desire to permit continuance of operation of those factors which cause economic disaster. Unnecessary and undue expansion in the warehouse industry, unless controlled by the public through the National Recovery Administration, will tend to effect this negative result.

"The principle of the certificates of convenience and necessity for the warehouse industry is founded upon the public utility nature of the business. This public utility control is, in effect, the substance of the article requested in our code."

Dr. Dameron seemed much interested in the claim that warehouses are public utilities and asked Mr. Spear what factors placed them in that classification. Mr. Spear replied that there is a large measure of public interest in protection of goods placed in the care of warehousemen and that the public should know what warehouse charges are and that those charges are reasonable.

The Assistant Deputy asked Mr. Spear if the surplus of space in the industry, caused by the use of vacant properties, did not result in lower costs to users.

"Temporarily, yes," Mr. Spear replied, "but eventually it will result in forcing

out of business reputable concerns and a demoralization of the industry."

Dr. Dameron asked if conditions such as this had been noticeable in previous depressions. Mr. Spear said so far as he knew, the industry had no previous experience with competition from such numbers of vacant buildings.

B. F. Johnston, general manager of the Union Terminal Warehouse, Los Angeles, and president of the California Warehousemen's Association, and a director of the Los Angeles Warehousemen's Association, told of the plan of public control of warehouses in California.

He said the California law, adopted in 1927 and providing for certificating public warehouses in cities of more than 150,000, had "appreciably aided in the stabilization of the industry in our State and has stopped a number of new installations unwarranted from the viewpoint of public necessity and convenience." He continued:

"The certificate principle, if applied to our industry nationally, could not promote monopoly because it is now so far over-expanded by both large and small enterprises that monopoly would be impossible. Present active competition between existing industry units prevails at all marketing and distribution storage centers. Hence public benefit could in no

manner be neglected from a code authority prescribing proof of public convenience and necessity.

"The certificate principle would assist current small enterprises in jeopardy caused from unwarranted competitive expansion. The certificate principle is quite as essential and justified in our industry as for other industries that have been allowed production control or other like code provisions."

The code also was endorsed by John P. Feuling, president of the Central Warehouse Co., St. Paul, and president of the Minnesota Warehousemen's Association; Roy Binyon, president of the Binyon-O'Keefe Fireproof Storage Co., Fort Worth and Dallas; and R. M. King, president of King Storage Warehouse, Inc., Syracuse, and president of the Central New York Warehousemen's Club. Mr. King said he spoke for warehousemen of Syracuse, Utica, Albany, Schenectady, and Rochester, who had approved the code.

In urging exemption of cotton compresses and warehouses in the South, Mr. Fulbright and Mr. Money said methods of handling in the South were totally different from those in vogue in the North. Mr. Fulbright said if the exceptions asked for in the merchandise warehousing code were approved by the

Hearing on Cold Storage Code Deferred Owing to Disagreements on Several of Proposed Sections

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

SHARP and apparently unexpected differences of opinion have arisen between the Agricultural Adjustment Administration and the Association of Refrigerated Warehouses (a division of the American Warehousemen's Association) over provisions of the cold storage code, which may finally result in an attempt by the association to withdraw from the AAA and try its luck with a code under the National Recovery Administration.

This, at least, was under serious consideration in the latter part of October. Whether it actually would be done was a question which could not be determined until certain things had happened. Among these was a decision by President Roosevelt on the so-called price fixing provisions of the retail code, and the public hearing on the merchandise division's code.

There were three major points of disagreement over the cold storage code, and a number of minor points. It was believed the minor points could be harmonized without difficulty, but that the three major

points were fundamental and might actually reach a stalemate. These points were:

1. The capacity-control section.
2. The cost of service provision (prohibiting rates below cost).
3. Inclusion of Federal, State and municipal cold storage plants in the code.

On the first two points the AAA was adamant; it insisted that they would have to come out of the code. On the third point, the Administration expressed doubt of its ability to force Governmental-owned plants to subscribe to the code.

There was a possibility that the cost of service section might be restored, at least in amended form, depending on President Roosevelt's decision on the retail code. This involves the principle of prohibiting sales below cost and the President's determination of the questions involved in that code was expected to govern similar questions in other codes, not only those filed with NRA, but those with AAA.

There was more doubt about the industry capacity control provision. A similar provision in the merchandise division's code was stricken out by the NRA on the ground that it

tended toward monopoly and violated specific provisions of the national industrial recovery act. It seemed doubtful that such a provision could be approved no matter whether the cold storage code finally is passed on by the AAA or the NRA.

Whether the cold storage division could withdraw its code from AAA and file with NRA also was a question in view of President Roosevelt's executive order of June 26 delegating to the Secretary of Agriculture handling of all codes filed by trades, industries or sub-divisions engaged principally in the handling of foodstuffs.

It was not expected that any action would be taken by the cold storage division until after the NRA hearing on the merchandise division's code, as the former did not want to embarrass the merchandise division in any way. There was some thought that agitation by the cold storage division might result in transfer of the merchandise division code to the AAA in view of the fact that merchandise warehouses also handle foodstuffs in considerable quantities.

—Stephens Rippey.

NRA, the cotton compresses would amend their code on file with the Agricultural Adjustment Administration to provide that it would not apply to cotton warehouses north and east of the Mississippi River.

C. S. Reynolds, a vice-president of American Trucking Associations, Inc., said he was not speaking for that organization but "as an officer of several corporations in the Pacific Northwest operating warehouses and conducting in conjunction with them certain trucking operations."

He said the code "has much to commend it," and he approved the labor, trade practice and other provisions. His suggestion, he said, was not with regard to the content of the code, but merely with regard to its scope.

He pointed out that the National Furniture Warehousemen's Association had filed a separate code, as had the trucking industry, and expressed the fear that smaller warehouses would find themselves trying to operate under three or more codes.

He said if all trucking could be placed under one code and all warehouses under another "the matter would be simple, because accounting is already divided on that basis, charges are on that basis, and in nearly all, if not all, of the States, warehousing is under one law and trucking under another."

Paul Maloney, Jr., who is president of Maloney Trucking & Storage, Inc., New Orleans, was the first witness at the

afternoon session, urging adoption of his amendment which, he said, would enable small warehousemen to equalize "certain conditions." He said the practical phases of code enforcement will be seriously impaired if just equalizing powers are not granted. Explaining to Dr. Dameron what he meant by "equalizing certain conditions," Mr. Maloney said that some warehouses, for example, might now enjoy a lower switching charge. These warehouses, he said, should be permitted to name lower rates giving their customers the benefit of the lower costs.

The text of the amendment proposed by Edward T. Peirce, of the Pemaquid Warehouse in New Bedford, follows:

"To offer directly or indirectly or by implication to buy any commodity or to threaten not to buy if storage is not given any particular warehouse. That the suggestion by a mill buyer that cotton be stored in a warehouse in which they have an interest or which they control, is an implication that business with the mill will be affected if the request to store is not granted."

This he would have added to the trade practice sections.

Schuyler C. Blackiston, vice-president of the Bush Terminal Company, New York, endorsed the convenience and necessity provision and declared many of the ills of the industry are due to ruthless competition and chiseling.

Melvin Sims, legal adviser to Dr. Dameron, asked him if believed the tariffs of the bankrupt-properties ware-

houses should be on a comparable basis with those of "legitimate" warehouses.

"Yes," replied Mr. Blackiston. "Just because a \$10,000,000 property sells for \$2,000,000 doesn't mean it is worth only \$2,000,000. Each locality should have its own tariff, based on the average cost."

William T. Bostwick, president of the Thomas J. Stewart Co., New York, spoke in behalf of the National Furniture Warehousemen's Association. He pointed out that a separate code had been filed for furniture warehousemen and asked that it be made plain that furniture warehousemen would not be subjected to the merchandise code. He said the problems of household goods warehousemen were "distinctly different" from those of merchandise warehousemen.

At this point Dr. Dameron asked Sidney A. Smith what he thought of including marine terminals under a separate code, as had been suggested.

"If the necessity is shown for a separate code, it probably could be worked out," Mr. Smith replied, "but as one who has had experience in operating both types I think there is little difference. Marine terminals can be easily cared for under our code, and I see no necessity for a special code. Storage is storage whether it is beside a marine terminal or beside railroad tracks."

Mr. Smith pointed out that the merchandise code had been approved by marine terminal operators, a number of whom were seated in the room and some of whom had testified.

Urging elimination of the average cost as a rate basis, Mr. Heinritz said it was "illogical and subversive of both the industry and its customers to define an adequate rate as not below the average cost in a given locality." He said if the industry wanted a cost provision in the code it should base cost on those of the individual warehouse and not on the average.

He opposed the convenience and necessity clause, declaring the better method of control would be a strict application of the code provisions rather than to impose a hardship on those who might want to enter the industry.

Nearly 100 persons were present at the hearing, including, in addition to the foregoing mentioned, A. Lane Cricher, the merchandise division's Washington representative; James C. Brown, treasurer Camden Warehouses, Baltimore; Albert B. Drake, secretary Lehigh Warehouse & Transportation Co., Inc., Newark, and president New Jersey Merchandise Warehousemen's Association; H. E. S. Wilson, president Campbell Stores, Hoboken, N. J., and president Warehousemen's Association of the Port of New York; F. W. Berry, treasurer Baltimore & Ohio Warehouse Co., Cincinnati, and president Ohio Warehousemen's Association; Charles Milbauer, manager South Eleventh Street Warehouse Corporation, Brooklyn; F. S. Shafer, secretary Essex Warehouse Company, Newark, and secretary New Jersey Merchandise Warehousemen's Association; H. F. Semke, secretary Gough & Semke, Inc., New York; Irvin W. Mead, treasurer Baltimore & Ohio Stores, Inc., New York; A. C. Pouch, president Pouch Terminal, Inc., New York; Chester B. Carruth, Chicago, warehouse cost accountant and rate expert; John J. Hickey, Washington, attorney for the code committee of the Association of Refrigerated Warehouses (a division of the A.W.A.); S. A. Sted, manager Ohio Terminal Co., Cleveland; A. L. Ford, president St. Louis Terminal Warehouse Company, St. Louis; C. O. Rudolph, Continental Milling & Warehouse Co., Inc., New York; W. J. Daly, Bowne-Morton's Stores, Inc., Brooklyn; E. P. Simmons, manager Waterfront Warehouse & Terminal Corp., Brooklyn, and secretary Warehousemen's Association of the Port of New York; and A. K. Murray, business manager *Distribution and Warehousing*, New York.

Present as observers representing the National Furniture Warehousemen's Association were John G. Neeser, the National's eastern vice-president and president Manhattan Storage & Warehouse Company, New York; Louis Schramm, Jr., president New York Furniture Warehousemen's Association and vice-president Chelsea Fireproof Storage Warehouse, Inc., New York; C. Van Wyck Mott, secretary United States Storage Company, Inc., Washington; and Clarence A. Aspinwall, president Washington (D.C.) Warehousemen's Association and president Security Storage Company, Washington.

Proposed Code Was Given Advance Distribution

TEN days in advance of the NRA hearing on the merchandise warehouse code printed copies of the revised document as presented at Washington were distributed to commercial storage operators throughout the country by the merchandise division of the American Warehousemen's Association.

Accompanying each copy was a letter from the division's president, Sidney A. Smith, Chicago, pointing out why the recovery Administration officials at Washington had been unwilling to agree to some of the provisions in the code as originally prepared and which was submitted at Washington on Aug. 24.

On Oct. 9, Mr. Smith said in his letter, the NRA conferred with a sub-committee of members of the merchandise division's executives and industry recovery committee "for the purpose of getting the code in shape for a public hearing." Members of the NRA legal, industrial, labor, consumer, research and planning staffs attended the conference; and, as a

13-Month Calendar Is Recommended to NRA

THE NRA economic research division has recommended to NRA authorities and to business the 13-month calendar for statistical purposes and some experts see its adoption within a relatively short time, according to *The Associated Press*.

Up to Sept. 15 seven codes had definitely adopted the 13-month calendar for collecting employment, payroll, production and machinery data.

result of the meeting, the original code was revised.

"It developed at the conference," Mr. Smith said, "that a model form of code had been prepared by the NRA with view apparently to simplifying and standardizing so far as possible the verbiage of provisions that are rather commonly included in most of the codes that the NRA is called upon to handle. These standard provisions as found in the Code for the merchandise warehousing industry have been rewritten to accord with the suggestions of the NRA's model code. The word trade is now being ordinarily used in connection with a service industry, so that our code now is the code proposed for the Merchandise Warehousing Trade. It is now also the practice to designate the administrative agency as the code authority, so that our Industry Control Board will be known as the Merchandise Warehousing Trade Code Authority.

"In addition to such revisions as to form, there have been, as a result of the conference, some changes in the substance of our code as originally submitted. Not all of the suggestions made

by the NRA staff were adopted, and only such changes have been made as our committee, in its judgment, felt must necessarily be acceded to in order that a public hearing might be held at an early date."

The original code's sub-section (b) of Section 1 of Article IV (titled "Employee Relations") has been omitted from the revised document "at the earnest request of the NRA," Mr. Smith announced, inasmuch as the text of the article was "considered an interpretation of the national industrial recovery Act and the President of the United States has ordered that no such interpretations be included in codes." Mr. Smith said that the division's committee would, however, "go on record at the public hearing as to reason why" the sub-section had been stricken out. Mr. Smith continued:

"You will observe in the revised code some differences with respect to maximum hours of work and minimum rates of pay as provided for in our original code. At the conference with the NRA our committee stated that there is a demand on the part of a considerable portion of our industry that the maximum hours be fixed at 48 and that the minimum rate of pay be 25c, this latter particularly for the South. This demand has been due largely to the fact that the NRA has approved 48 hours for the food trades, the trucking industry, and the cotton compress and warehouse industry.

"It develops that these industries have been granted such labor provisions only temporarily and in connection with the President's Reemployment Agreement. It appears that the temporary approval of labor provisions under the President's Reemployment Agreement has no bearing at all on the labor provisions that are being approved in the permanent codes of fair competition.

"The national industrial recovery Act gives the President of the United States the right to prescribe maximum hours and minimum rates of pay, and it is incumbent upon each industry to make a substantial contribution to his program for increasing employment. The method that the NRA is using to accomplish this purpose is to approve only such maximum hours and minimum rates of pay as do make for a real contribution to this program, based on the labor statistics that the industry can present. It is our belief that the data that has been furnished us by the industry on the questionnaire sent to you on June 29 will support our contention that the establishment of 45 hours as the maximum hours of work does constitute a substantial contribution on the part of the merchandise warehousing trade to the President's reemployment program.

"Regarding the wages article in the revised code, the NRA took exception to the corresponding provisions originally submitted on the ground that it would be a very difficult matter to administer and enforce wage scales in effect on July 15, 1929. The result of several conferences with the NRA people on this

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Public Hearing Promised Furniture Men But NRA Favors Putting Moving in Truck Code

By STEPHENS RIPPEY

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

HEARKENING to the arguments of officers of the National Furniture Warehousemen's Association and the organizations affiliated with it in presenting the furniture warehousemen's code, the National Recovery Administration has consented, "temporarily," to permit furniture warehousemen to have a separate code, with a separate hearing, to be held, probably, some time later than the hearing on the general trucking code.

Unless the temper of the NRA officials—including Division Administrator Malcolm Muir—changes considerably, however, it seems likely that household goods movers will wind up under a section of the trucking code. This had not been definitely settled when this was written, late in October, but there was no evidence that the furniture warehousemen had succeeded in changing the viewpoint of the NRA officials, even though they succeeded in persuading them to grant a separate hearing on their separate code.

The decision to grant a separate hearing was reached at conferences held here on Oct. 24 and 25 between the furniture warehouse representatives and NRA officials. The warehousemen in conference were:

Martin H. Kennelly, Chicago, president of the National; R. T. Blauvelt, East Orange, N. J., president of the Mayflower; Ralph J. Wood, Chicago, and E. S. Wheaton, Indianapolis, secretaries respectively of the National and the Mayflower; John G. Neeser, New York, the National's eastern vice-president; Louis Schramm, Jr., and William T. Bostwick, president and secretary of the New York Furniture Warehousemen's Association; James L. McAuliff, Chicago, president of the Illinois Furniture Warehousemen's Association; Clarence A. Aspinwall, president of the Washington (D. C.) Warehousemen's Association; Barrett C. Gilbert, New York, president of the National's Allied Van Lines, Inc.; C. J. Neal, Cleveland, who was chairman of the Mayflower's original code committee; C. Van Wyck Mott, Washington, D. C., of the National; Fred J. Hahn, New York, of the Mayflower; and N. K. Bennett, of counsel for the New York F. W. A.

The NRA representatives at the conferences were Adolph H. Feibel, assistant to Division Administrator A. D. Whiteside; T. Lee Miller, an assistant deputy administrator; A. C. C. Hill, Jr., technical adviser; and Melvin Sims, legal adviser.

The industry representatives argued strongly that the storage and handling of household goods was a specialized

industry and that this activity should be handled under a separate code, with a separate code authority, and should not be included under a general trucking code, or even with another warehousing code.

They objected to being included under a general trucking code with a code authority made up of representatives of groups which might be hostile to movers of household goods.

These arguments, however, were met with counter arguments from the NRA group, who contended that household goods movers should properly come under a general trucking code, with provision for a separate code authority to administer the provisions applicable only to furniture warehousemen.

The NRA officials pointed out that the administration had adopted a definite policy of coordinating allied or similar industries under one code, because of easier administration and to bring allied industries closer together in a whole scheme of industrial planning.

In addition, the furniture warehousemen were told that the NRA was cooperating with Coordinator Joseph B. Eastman in his attempt to work out a coordinated system of transportation. They were told furniture warehousing was the only group allied with the trucking industry which had balked at subscribing to the general trucking code.

The NRA representatives agreed with the furniture warehousemen that their industry was specialized so far as the metropolitan centers were concerned, but would not go along on the contention that it was specialized on a national basis. Their information was, they said, that in the smaller centers most warehousemen engaged in all types of storage and much trucking, including the carriage of all types of goods for hire.

In fact, the NRA considered that 80 per cent of the warehouses of the country are not specialized, but handle any commodity or product offered for storage. They said that about 60 per cent of the revenue of the furniture warehousemen comes from actual haulage of goods.

As a further argument in favor of a single code for motor transportation, to include moving of household goods, the NRA representatives called attention to the fact that merchandise warehousemen had consented to have their trucking operations governed by the trucking code.

When this was written it was not known definitely when a hearing could be held on the N.F.W.A. code, but it was hoped that some date in November could be set.

Hearing Held on Proposed Domestic Freight Forwarding Code

Labor Representatives Enter Objections Against Wage and Hour Provisions

By JAMES J. BUTLER

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

SUBSTANTIAL wage advances over those proposed in a code of fair competition submitted for the domestic freight forwarding industry and elimination of pay differentials between northern and southern territory were outstanding among the numerous changes in a code presented by the Domestic Freight Forwarding Association asked by employees' representatives at a hearing on Oct. 17.

By mutual agreement, an amendment was written into the suggested compact specifically excluding from its operations the movement of freight in vehicles owned by members of the industry. The purpose of the amendment is to limit the agreements to cover that part of the industry which concerns itself with these features: receipt of shipments, their consolidation into carload lots in cars owned by the railroads, delivery to the carrier, transferring at destinations to the trucks of consignees, together with such clerical and manual service as may be incident to the transaction. When forwarding companies furnish a delivery service to the consignee's door, they do so independently of control under this code. In other words, the compact proposes supervision over carriage "in vehicles of others."

OLIVER asked that the freight forwarding industry be considered in the light of its close analogy to railroad labor employment and also from the viewpoint that it is not static but is a growing industry. As proof of this fact he submitted figures on one of the largest companies in the field, whose name he did not mention, grossing about \$18,000,000 in 1926 and more than \$30,000,000 in 1928, just prior to the economic depression.

Long hours and low wages have identified themselves with this line of business, he declared, selecting as an instance the week of August 4, and a landing platform in Chicago, where 40 of the 104 employees worked more than 60 hours during the week.

Again drawing an analogy between railroad employment and that in forwarding, Oliver pointed to a disparity in compensation for workers, the former receiving 50 cents an hour on average and the latter one-half this amount in Chicago. Another objectionable employment feature, he said, is the fact that men are often called out at early hours of the morning, given a few hours work, and then must remain for long hours to

have other jobs given them late in the day.

A provision of the code restricting employment to an average of 48 hours a week during any 26-week period was attacked on the ground that forwarding company workers were kept on the job for as long as 84 hours a week last summer, a condition which could continue under the code, provided they were not worked at all for several ensuing days. Objection also was found to a clause saying: "No employee shall be permitted to work more than 18 days in any 21-day period." This, he contended, would permit working men 18 consecutive days, provided the next three were holidays. To permit this would defeat the purposes of the national recovery Act, he declared, and he reminded that work of the type under consideration is not such as requires the constant attendance of the same operative, as is the case with scientific processes, but is of the type that permits of replacement at any stage.

40-Hour Week Asked

As a substitute, the employees proposed a 40-hour week maximum, eight

The amendment was proposed by Edward S. Brashears, representing the American Trucking Associations, Inc., an organization of 108 local trucking associations operating in the United States. It was agreed to on behalf of forwarding company employees by E. L. Oliver, research director for the Brotherhood of Railway Clerks, and by David Kaplan, American Federation of Labor representative of sixteen Locals of freight handlers whose membership comprises Negro labor exclusively.

For the code committee, Ralph H. Leidenderfer presented the proposals with announcement that they had the sanction of 95 per cent of the industry, making them truly representative of the trade. He told Deputy Administrator Hughes of the NRA that the compact so completely embodied the ideas of the industry that no witnesses would be called to discuss its features and none had indicated a desire to change or modify it, or to delineate.

Presentation of objections by Oliver and Kaplan were interrupted by the deputy administrator to request a statement as to the number of employees each represented. Neither was able to furnish the data desired. Stressing the importance of submitting the material asked, the hearing official warned that the weight of their testimony could hardly be judged by Administrator Hugh S. Johnson unless the figures are forthcoming.

hours a day, with pay for overtime at one and one-half the regular fixed wage. Such a provision, he pointed out, would discourage overtime work, yet make it possible to have men on hand for emergency operations.

Exemption of employees receiving \$30 a week or more "employed in an executive, managerial or supervisory capacity" from the maximum hour provisions was attacked on the ground that it might readily be abused by bestowal of these titles on any number of clerks and employees who receive more than \$30 a week. Oliver asked an amendment to limit the exemption to those holding positions "above foremen and chief clerks."

The entire section dealing with wage minima and including a North and South differential was assailed, the former section on the ground that all are too low and the latter on the premise that there is no justification for it in the forwarding industry. As against minimum wages ranging from \$11 to \$15 in the North and \$10 to \$14 in the South, the employees proposed a minimum of 50 cents and hour, without territorial differentials, and a five-day working week, with com-

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DISTRIBUTION

Its Economic Relation
to Public Warehousing

Number 97

"Profits" in Business Represents the "Ball" in Sports; so— "Keep Your Eye on the Ball"

By H. A. HARING

IN the coaching of a football team there are as many "methods" as there are coaches; but on one rule all are agreed. It is:

"Keep your eye on the ball."

This is a football fundamental from which there is no variation permitted. The player who does not "follow the ball" every moment of the game soon watches his fellows from the sidelines, because the "flukes" and failures of the game result from forgetting this rule. The "trick play" is possible only because the team, for a few seconds, stages something so unusual that the opposing players are caught napping—"napping" meaning that their eyes wander from the ball to some unexpected stunt which had been devised for that very purpose.

A player, therefore, is trained to forget the brass bands and the cheering sections. He is told not to look up at the gay colors amid the stadium seats. Nothing matters, during the hours of play, but the football itself; and this oval pigskin must be kept always in "the eye."

And, when the football player is graduated from school into business, he does well to remember that unalterable rule of sport. "Keep your eye on the ball" becomes, in the business world, "Keep your eye on the profits."

For, unless a business enterprise yields net profits for the owners, there is no purpose in carrying on. Any fool can devise a thousand ways to lose money, or to waste it, or throw it away, without going through the form and the nuisance of pretending to be "a business man." Profits count in business; and, in the end, nothing else counts for much.

THE Chinese number the largest population of any nation on the earth. By two hundred millions they outnumber any other country. Yet the Chinese have never in their history won a war. They have scarcely won even a battle. They are mowed down in millions by every flood; every shortage of a crop creates a famine. They are the least progressive of all peoples in the world and their land is the home of pessimism and discouragement.

China is, however, the home of fire crackers. China gave this useless noise-maker to the civilized world.

The flashy fire cracker is, in one sense, the emblem of China and the Chinese mind. A sputter, a loud noise, the air filled with noise! Then: *nothing!* We,

in America, have coined the word "Ballyhoo" for such uselessness.

But, in China, a hullabaloo of this sort is a part of life.

The Chinese are forever "starting something." Always the promoters begin with a great display of their native fire crackers. Quickly follow speech making and parades, and a high-sounding name for the new movement or "revolution." Then, after a week or two of fiery demonstrations, all impetus for the new "thing" dissipates and the people give attention to other affairs.

The Chinese are incorrigible "promoters" of new movements. They are eternally starting agricultural societies and political parties and mutual improvement societies and anti-Japanese

Yet, for nearly four years, brass bands and gay colors along with a lot of crepe and grief have tempted our eyes away from the real purpose of business. There is, especially this year of 1933, a special temptation to forget the "ball" and go a-daydreaming after false gods. The Government's effort to instill war-time enthusiasm and parade technique into NRA code-making has led many a businessman astray. Under a lot of stage setting and half-holidays, he has for two or three months forgotten that all this is nothing but fireworks to make people conscious of NRA.

The publicity was aimed to educate those who do not read intelligently. It was flung upon us because the NRA is operated by politicians and not by business men.

It sought to start a flame of enthusiasm for "Recovery" but it has soft-pedaled the real issue.

That issue is *profits*.

Unless businesses in this country can make profits, all the "Recovery" effort will fall flat. No one knows this fact better than the Administration officials at Washington, as they do not hesitate to explain to the many code-forming committees. But this is done always "personally" and not announced "for publication," for the reason that the Government fears that any suggestion of "profits" will raise the specter of "profiteering" and scare off the people and the labor unions.

Profits are the heart blood of "Recovery."

Therefore, as we face better times, the management of every concern must, as never before, "keep his eye on profits."

movements and dozens of others. But all of them die of "general inanition." In due time they will be reorganized with more fire crackers and more speeches under a new name, but with the same old politicians pocketing the graft. Three months is the average life. The Chinese mind lacks what we commonly call "stick-to-it-iveness." They want something new but have no capacity for staying with one thing long enough to make it worth while.

They do not know what to do or how to do. They have not been trained as "doers." They are visionary.

The education of school and college in that country is about what was given to our own Negroes in the two decades following the Civil War. They were up-

rooted from slavery and thrust into studying Latin and mathematics, philosophy and a smattering of science. Their teachers thought they were preparing the poor blacks for life, because in Puritanical New England, Latin and philosophy were the emblems of education. It required men like Booker T. Washington to show us that such schooling did far more harm than good. The blacks needed to be taught what to do and how to do it—with thought ever directed to their limited mental capacities.

The year of 1933 has witnessed altogether too much of Chinese fire crackers in this country. We have been thereby misled. Our eye got away from the football. Enthusiasm, with or without noisy demonstrations, will not bring "Recovery."

But profits will.

We must get profits in "our eye" and center our business thinking on nothing else.

It would be silly to substitute ballyhoo for net earnings.

A Business Must Grow!

IT is the belief of everyone of us that a business house cannot stand still. Either it grows or slowly it dies. As it grows, a business changes itself so as to be better adapted to the changes around. No one need remind you that such changes have been abundant these past years—particularly so within this single year.

In many ways, a business resembles a living organism such as the schoolboy studies in the laboratory.

There is, in a business, a constant breaking down of old "cells" and an equally constant creation of new ones. If a business makes more "cells" than are lost, its growth and success are assured. When the balance of losses and gains is even, the business is healthy and may run along for some years, but it hardly justifies the management in being too cocky or confident, because even a slightly unfavorable balance signposts decay. And, if lost "cells" outnumber new ones, the business is doomed.

In a business there are several kinds of "cells."

Most important, of course, are the men who manage the organization. A fair number of men, still on the executive payroll, reach the point where, each year, they are a little less valuable to the business. They are less active on their feet. They are more inclined to do things as always they have been done. They depend more on established rules than on fresh thinking. In other words, such men are getting old! They may be strong and able—are usually at the head of the business—and are greatly needed for their knowledge, calm judgment, and experience; but, rarely are they the creators of new "cells" for the business.

At the other extreme is the sort of man who seems never to grow up. He remains young and rash! His mind is ardent, often unstable and restless; but he has a passionate urge to experiment, to pioneer and to do new things. If left to himself he would probably wreck a business in six months; but he is as pro-

lific as a shad when it comes to "cell"-building and injecting new ideas into the business.

When a concern possesses both these types of man-power, nothing much can happen to it. The two will supplement each other and growth will be continuous. Profits will appear regularly without fail. The second important group of "cells" for the business consists of its "product"—whether this be a manufactured item or such a service as transportation or warehousing.

Few, indeed very few, "products" have held their own for thirty years without change. Just a few are notable as exceptions—such as Ivory Soap, Royal Baking Powder, Blackstone Cigars—seem to have the secret of perpetual youth, because they have lived on for three generations without themselves undergoing much change. But, to see how change is in everything, check over some "products" which have, within thirty years, reached the heights of popularity and then passed on to the limbo of Forgotten Souls: buggies, whips, gas mantles, boiled shirts and starched cuffs, boots, shaving mugs, oil lamps, red flannel underwear, bustles, petticoats, roll-top desks, straw matting, and hundreds more.

If a business is to live and to grow, there must be new products, new styles, new ideas, new services, to replace the old.

A business, too, has a third group of "cells." This consists of its customers. Here the breakdown and loss of "cells" is continuous. A business must add new customers at one end as they drop off at the other.

From the foregoing it would seem that a prime need of any business is an inexhaustible course of new "cells"—man-cells, product-cells and customer-cells.

In order to succeed it is not necessary for the man-cells to be especially brilliant. As a matter of fact, American business is run by stick-to-it-iveness more than by fire crackers. But it is necessary to judge in advance—and this results from experience—whether or not an idea will work.

Thus a business concern, judged as outsiders see it, is from year to year fairly stable and unchanging. But, within the "works," it must be growing or slipping. Outwardly the factory or the warehouse, the officers and employees and the sales force, go on without much shifting. Yet, secretly and without blare of headlines, "cell"-building is going on all the time: man-cells, product-and-idea-cells, customer-cells. This "cell" building is what makes growth.

Just as surely as a concern ceases to build new "cells" it will slip; and, finally, lose money and die. The demands and the needs of 1933 are quite unlike what they were in 1928. Any business which has not adapted its "cells"—man, idea, customer—to the needs of 1933 will continue to lose money. It will not make profits.

The Codes Are Not Business

IT is necessary to remember the fundamentals when thinking of the codes. In one sense they resemble the Chinese

fire crackers. The codes are a burst of enthusiasm for a new "society" or for a new way of looking at ourselves. Insofar as the codes will elevate the level of business ethics, and kill off sweat-shop methods and unfair competition, they are good for business. But—and do not forget this—the codes do not of themselves insure profits.

The codes are a rule of conduct, driven upon those who did not and would not of their own choice compete fairly with you. The codes ought to make every concern in an industry "behave better" in public, much as unruly children are scrubbed up and put through their "company manners" when invited to a party. Yet the codes will not do a great deal to increase profits.

Business exists to earn profits. Profits come from sales—whether of goods or services. Unless and until a concern is able to sell the thing it produces, it can make no profits. To follow the code to the last letter, to exhibit all the social graces, will not make the business a success unless it can sell its output.

To remember this fact is important. Profits represent the "ball" in sports. It is necessary to "Keep your eye on the ball."

In this connection, also, bear in mind the difference in marketing an unmanufactured article and a manufactured one.

Unmanufactured goods—such as wheat and meat, fuel and shelter—would be sought out by consumers if no one brought them to the market. The selling of them is relatively easy, and no one lies awake nights devising means to make the public want them.

Highly fabricated goods, however, along with "services" such as warehousing and professional work, are marketed in a market which changes almost without warning. A new law may render a given product worthless; a new machine may make it necessary to dispose of a lot of goods at a give-away price; an invention may make a shop equipment worth no more than scrap iron; a new idea may wreck a profession. The fabulous earnings of the express companies went down with the innovation of a parcels post; the railroads will never recover from the trucks and concrete roads; the phonograph industry slumped before radio; the "legitimate" theater has disappeared, first, owing to the movies, and, finally, to the talkies; the jobber suffered and was threatened with extinction by the idea of hand-to-mouth buying; all retailing has gone "into the red" during these years when unemployment gave everyone time to shop around for the lowest price.

Even our own industry, merchandise warehousing, has shuddered before new ideas in business. Such ideas have been: (a) inventory control; (b) store-door delivery; (c) railroad pick-up and delivery; (d) terminal warehouse projects; (e) chain stores; (f) inter-city trucking; (g) fly-by-nighters.

Thus a business gets nowhere merely by preparing to turn out a product or a service. We depend entirely on sales.

If the maker of goods cannot find a market for his product at a price suf-

efficient to repay costs, he and his employees have no means of living.

If a warehouse finds no clients, it avails nothing to have a fine building in an ideal location.

No! Salesmanship is even more important than manufacturing, because there is no profit until the goods or the service can be sold.

The codes, therefore, are not business. Business is profits, and profits result from sales. Profits—and this means sales—must be kept in the "eye" after signing up the code quite as much as during all the years which preceded 1933's fire crackers.

Insuring Your Profits

A FACTORY, or a warehouse, is more than brick and concrete and a sunlit office. The men who run the organization are the big factor for success.

In order to safeguard profits, the old "6 a. m. job" remains the key to success, regardless of 35-hour-weeks and other maximum limits. Thirty-five or forty hours may suffice for your employees; but if you, the responsible manager, attempt to shorten your work-week to any such clocking, the "man cells" of your business are going out and not in.

Salesmanship of the warehouse's facilities remains the one big task of the business. To make known what the warehouse has to offer is the only way to earn profits, just as truly as a manufacturer must advertise his wares and establish retailing outlets to get them before the public.

The warehouses must keep abreast of the times. That goes almost without saying.

Not all of them have.

Even I was a bit taken back by what

one famous warehouse patron said to me in the early autumn of this very year. His name is almost a household word among the warehousemen; he is known for his generous treatment and his wide patronage.

"What's the matter with Mr. A?" he asked me.

I did not know. In fact I thought he was all right, except that he had looked worried for more than a year.

"Well, I'll tell you one thing that ails him," continued my friend. "He went to sleep about 1927. Now he's grousing at me because we're favoring the B Warehouse. We'll never quit A cold; but it's not to our interest to hold all our stock with him. But he comes in here and talks to me about pool-car distribution, when the thing we want is help in the selling. A warehouse, to us as we do business today, has become a lot more than handling-and-storing. Our warehouses job the goods for us. They're pseudo-jobbers, or they lose our account."

"Commercial life flows in a new channel. To keep afloat with the currents, a warehouse must offer some sort of selling help. If the merchandise warehouse industry wants to keep going, the men in it must wake up to the change. The railroads will store for us and deliver; a thousand trucking concerns will do it; new-comers in nearly every city pester me for our account. They offer storage and handling but nothing more. A good warehouse goes one better, because it has created some sort of selling cooperation. It fills the gap where the jobber used to stand."

This is, of course, the view of only one patron. It indicates, however, the trend of the times.

Change is in the air.

Unless the warehouseman gets on the job at 6 a. m. and fits his services to the ever-changing currents of commercial life, others will step up to the front and take his place. These new-comers may be as unknown as Henry Ford once was, but if they are men of vision they will foresee the needs of the storing public and the shortcomings of established houses. If so, they will displace names now well known in the industry.

The best thought of an executive today should center on profits. And, for a warehouse, as for a manufacturer, profits result from sales.

The warehouse sells, not a tangible article than can be boxed and counted, but it offers a "service" which may appear to be rather vague.

That service is very real, however, and it appeals to the patron in terms of profits to himself. All the warehouse's services must be definite enough when presented to the prospect that they can be set down with a pencil. It gets nowhere to offer a "sales service" unless the solicitor can schedule in one-two-three order what that sales service will do. Like the word "amazing" as used on the picture screen for the week's preview, the audience soon gets fed up. "Amazing" has ceased to mean anything. It is worn threadbare and useless. So "sales service" may be meaningless or it may bring in new accounts, but it will do the latter only when it means something that can be translated into dollars and cents for the patron.

To insure the safety of any business today, the management must keep its "eye on the ball" of profits, remembering that profits come from sales. They will not come from codes.

Federal Bonded Warehouse Is Established in New York City's Rockefeller Center

THE Federal Government has issued a permit for the operation of the Rockefeller Center Bonded Warehouse, in New York City's Rockefeller Center fronting on Fifth Avenue, it was announced by the Rockefeller interests on Oct. 16. It is expected that the storage space, 300,000 cubic feet exclusively for use by tenants of Rockefeller Center, will be in active use within a short time.

"One of the first bonded warehouses ever to be established within a shopping area," according to the announcement, it is situated two levels beneath the British Empire Building, La Maison Francaise and the 60-foot promenade which extends west between them.

In addition to storage space, the area will contain offices for a United States customs inspector and a Rockefeller Center customs clerk. The plant will be governed by the Federal regulations which apply to all bonded warehouses.

"This warehouse," it was stated, "will be a vital factor in the international aspects of Rockefeller Center. It is an extension of the facilities provided by Rockefeller Center, Inc., for tenants in the development. It will operate in con-

junction with the special Act of the 72nd Congress, which allows tenants to import foreign merchandise for the purpose of exhibiting it at Rockefeller Center without prepayment of customs duty.

"Tenants may store in the warehouse goods not on exhibition and keep them there without prepayment of duty until the merchandise has been sold, or until three years have elapsed. The principal significance of the Rockefeller Center warehouse is the fact that tenants who have merchandise for sale in the development may store their foreign shipments within the premises of Rockefeller Center where they are easily accessible. The merchandise may be removed from the warehouse in case lots, as is true of any bonded warehouse. The customs duty does not become payable until the merchandise is withdrawn from the warehouse.

"The warehouse will be on two levels—a space 60 feet by 200 feet underneath the promenade, on the sub-basement level; and a space 34 feet by 200 feet directly beneath the two International Buildings. The two levels of the warehouse will be connected by a large lift. The ceiling height of both levels will be 17 feet.

"Goods in the bonded warehouse intended for tenants of Rockefeller Center will be taken up from the lower levels in the building elevators. As the privileges of the exhibition Act are extended to all buildings in the development, it is likely that tenants in the buildings west of the Fifth Avenue front will make use of the bonded warehouse. Deliveries to and from these other structures will be made through the sub-basement level of the development.

"Withdrawals from the warehouse may be made at any time up to three years after the date of entry. At the expiration of that period, merchandise not sold must be exported from the country, or be withdrawn by the tenant, in which case the import duty must be paid.

"Although the exhibition Act applies equally to all buildings in Rockefeller Center, it is of particular importance to the tenants of La Maison Francaise, the British Empire Building and the Palazzo d'Italia. These three buildings will be tenanted by nationals and representatives of various foreign countries, and they are expected to display there many de luxe products not previously shown in America.

Improvement Continues in Warehouse Occupancy

July 31 Mark Highest
in Eleven Months

PUBLIC MERCHANDISE WAREHOUSING

JUNE-JULY

Statistical data on occupancy and tonnage during the months of June and July as reported to the Bureau of the Census.

DIVISION AND STATE	Per Cent of Floor Space Occupied		TONNAGE							
			Received During Month		Equivalent No. of Lib. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lib. per Sq. Ft.	
	June	July	June	July	June	July	June	July	June	July
NEW ENGLAND (Total).....	56.3	62.4	14,471	11,399	12.5	9.9	3,428	3,229	3.0	2.8
Vermont, New Hampshire and Connecticut.....	45.6	63.8	251	351	4.6	6.5	509	353	9.4	6.6
Massachusetts.....	52.3	55.3	11,659	8,361	13.3	9.7	919	1,046	1.0	1.2
Rhode Island.....	76.4	78.5	2,561	2,687	11.2	11.7	2,000	1,825	8.7	8.0
MIDDLE ATLANTIC (Total).....	62.1	62.9	103,163	99,323	13.1	12.6	10,573	9,394	1.3	1.2
New York Metropolitan District:										
Total (1).....	63.6	64.5	80,817	75,362	13.6	12.7	4,502	3,344	0.8	0.6
Brooklyn.....	53.3	55.9	43,704	42,663	13.6	13.4	3,549	2,338	1.1	0.7
Manhattan.....	63.1	63.9	10,887	8,559	15.0	11.8	492	472	0.7	0.7
Nearby New Jersey.....	82.4	81.5	25,941	23,820	13.7	12.5	461	534	0.2	0.3
All other Metropolitan Districts.....	53.3	40.3	285	260	2.5	2.6				
New York except Metropolitan District.....	58.6	52.6	7,401	8,493	10.9	12.5	3,902	3,721	5.7	5.5
New Jersey except Metropolitan District.....	50.8	49.6	837	1,039	8.3	10.3	60	182	0.6	1.8
Pennsylvania.....	55.7	60.6	14,108	14,429	12.1	12.3	2,109	2,147	1.8	1.8
EAST NORTH CENTRAL (Total).....	62.8	63.1	73,686	85,097	21.1	23.8	14,987	13,246	4.3	3.7
Ohio.....	64.8	64.1	14,658	14,033	15.5	14.8	3,322	3,189	3.5	3.4
Indiana.....	65.1	64.9	7,751	4,977	25.1	16.4	2,150	1,633	7.0	5.4
Illinois except Chicago.....	66.6	65.9	2,402	2,251	11.6	10.7	1,622	1,232	7.8	6.0
Chicago.....	61.7	67.1	11,379	23,643	19.0	39.4	1,372	1,211	2.3	2.0
Michigan.....	61.1	62.4	30,978	28,301	29.1	26.4	2,594	2,683	2.4	2.5
Wisconsin.....	59.9	54.5	6,518	11,912	17.7	26.5	3,927	3,278	10.7	7.3
WEST NORTH CENTRAL (Total).....	62.0	60.8	33,647	27,590	18.8	15.6	11,159	10,623	6.2	6.0
Minnesota except Minneapolis and St. Paul.....	72.1	73.3	5,525	1,603	64.5	18.7	712	550	8.3	6.4
Minneapolis and St. Paul.....	76.4	75.8	5,113	6,441	24.6	31.0	2,866	2,417	13.8	11.6
Iowa.....	54.3	53.5	4,559	3,930	18.4	15.9	1,146	954	4.6	3.9
Missouri except St. Louis.....	61.1	60.9	4,305	3,252	10.4	7.8	1,614	1,440	3.9	3.5
St. Louis.....	67.8	66.1	7,357	5,524	20.2	15.2	723	621	2.0	1.7
North and South Dakota.....	60.6	56.6	1,839	2,144	15.1	20.2	603	428	5.0	4.0
Nebraska.....	54.4	55.2	3,601	3,780	16.8	17.8	2,220	3,198	10.3	15.1
Kansas.....	51.2	43.3	1,348	916	10.0	6.8	1,275	1,015	9.4	7.5
SOUTH ATLANTIC (Total).....	58.6	50.1	21,926	29,413	16.9	22.7	6,459	7,058	5.0	5.4
Maryland and Delaware.....	53.6	40.8	11,434	17,130	14.9	21.8	350	291	0.5	0.4
District of Columbia.....	66.4	78.7	1,880	1,715	19.4	21.4	1,253	1,247	12.9	15.6
Virginia.....	77.4	49.6	1,879	2,211	27.8	32.8	531	595	7.9	8.8
West Virginia.....	84.4	80.8	1,001	1,759	13.4	23.5	716	577	9.6	7.7
North and South Carolina.....	58.8	58.0	2,004	2,237	15.9	17.7	604	584	4.8	4.6
Georgia and Florida.....	55.9	54.4	3,728	4,361	23.0	26.9	2,995	3,764	18.5	23.2
SOUTH CENTRAL (Total).....	64.8	66.5	56,133	51,886	33.8	32.3	19,116	14,873	11.5	9.3
Kentucky and Tennessee.....	63.0	63.9	31,731	23,736	143.1	155.4	7,062	5,668	31.8	37.1
Alabama and Mississippi.....	45.4	57.5	1,173	1,423	15.1	18.4	504	558	10.4	11.1
Arkansas and Oklahoma.....	71.1	73.7	4,541	6,671	10.1	29.6	3,347	4,520	14.9	20.1
Louisiana.....	58.4	56.6	11,851	13,037	16.3	17.8	5,210	1,043	7.2	1.4
Texas.....	68.8	65.1	6,837	7,019	16.8	16.6	2,693	2,786	6.6	6.6
MOUNTAIN AND PACIFIC (Total).....	61.6	61.6	18,072	20,905	12.1	14.2	9,889	10,771	6.6	7.3
Idaho and Wyoming.....	66.8	66.5	339	246	9.4	6.8	315	284	8.7	7.8
Montana.....	80.9	74.7	286	405	8.3	9.0	259	468	5.7	10.4
Arizona and New Mexico.....	61.2	60.9	638	616	7.0	7.2	552	592	9.4	10.4
Utah.....	85.5	72.2	1,654	1,635	20.1	23.5	217	113	2.3	1.4
Colorado.....	62.4	63.9	2,691	2,037	14.1	10.7	1,741	1,545	9.1	8.1
Washington.....	59.7	59.0	2,578	2,338	13.5	12.4	3,127	2,839	16.4	15.1
Oregon.....	64.6	60.9	568	834	11.2	16.4	617	633	12.1	12.4
California.....	57.8	59.8	9,318	12,494	11.6	15.7	2,761	3,997	3.4	5.0
TOTAL FOR UNITED STATES.....	61.9	62.3	321,098	325,613	17.1	17.3	75,611	69,196	4.0	3.7

(1) Because of the importance of this territory, figures are shown separately from the State total.

The figures for June have been revised; those for July are preliminary.

THE Government's latest figures covering the country's merchandise warehouse occupancy indicate a continuation of the upward movement which earlier statistics suggested as having begun shortly after President Roosevelt's New Deal for business went into effect.

The Sept. 27 release of the Bureau of the Census of the Department of Commerce shows, provisionally, an average occupancy of 62.3 per cent on the final day of this past July. This is the highest mark recorded since August of 1933, when the level was 62.7 per cent.

The provisional 62.3 for July 31 represents a gain of four-tenths of 1 per cent over June 30th's reported average; and is an advance of 2.5 per cent from the March 31 level of 60.2 per cent, which was the lowest mark reached since the Government began compiling these figures in January of 1928.

As pointed out last month, an up-turn began after March 31st's low, 60.2 per cent, was reported. April 29 brought an advance to 60.4. The May 31 average reported was 60.5. The June 30 level was 61.9. Now comes further improvement to 62.3, provisionally, at the close of July—the best showing in eleven months.

The provisional 62.3 at the end of July compares with the percentages on the last day of July of preceding years as follows:

1928 1929 1930 1931 1932 1933
End of July... 67.1 71.2 67.8 63.9 62.6 62.3

The tonnage figures in the accompanying June-July table indicate that during July a larger percentage of goods arriving at the reporting warehouses entered storage (out of total volume received) than in the earlier month.

In July, 394,809 tons (this figure is provisional) arrived at 1,055 reporting warehouses; of this, 325,613 tons, or 82.5 per cent, entered storage, the balance being delivered on arrival.

In June the total (final) arriving volume was 396,709 tons, of which 80.9 per cent, or 321,098 tons, entered storage in 1,050 reporting warehouses, the balance being delivered on arrival.

The provisional 82.5 per cent for July compares as follows with the July percentages for the five preceding years:

1928 1929 1930 1931 1932 1933
July ... 71.3 75.6 79.7 77.7 82.3 82.5

Occupancy

THE average occupancy decline of three-tenths of 1 per cent for the entire country, on this past July 31, from the level recorded for the previous year's final day of July, was not reflected in Rhode Island, the New York metropolitan district as a whole, Chicago, Michigan, Minnesota, Iowa, Missouri outside of St. Louis, North Dakota, Nebraska, West Virginia, Kentucky-Tennessee, Alabama-Mississippi, Louisiana, Arkansas, Oklahoma, Texas, Arizona-New Mexico, Utah, Colorado, and Oregon, in all of which gains were reported; and Massachusetts, which was unchanged.

The following table compares the July 31 occupancy percentages for the current year; last year; and 1929, which was the peak year:

	Occupancy End of July		
	1929	1932	1933
Massachusetts-Vermont	56.8	56.8	56.8
Vermont-New Hampshire	69.2	69.2	69.2
Massachusetts	58.3	58.3	58.3
Connecticut-Rhode Island	59.1	59.1	59.1
Connecticut	81.2	81.2	81.2
Rhode Island	50.9	78.8	78.8
Vermont-N. H.-Conn.	63.8	63.8	63.8
New York Met. Dist.	78.9	62.3	64.5
Brooklyn	80.1	58.0	55.9
Manhattan	75.8	61.6	63.9
Nearby N. J. and other	78.7	78.7	78.7
Nearby N. J.	71.9	81.5	81.5
All other	35.0	40.3	40.3
New York State	77.7	77.7	77.7
N. Y. State except Met. Dist.	55.5	52.6	52.6
New Jersey State	78.9	78.9	78.9
N. J. State except Met. Dist.	67.7	60.6	60.6
Pennsylvania	70.6	67.7	60.6
Ohio	89.4	65.3	64.1
Indiana	76.1	73.7	64.9
Illinois	82.2	82.2	82.2
Illinois except Chicago	70.1	65.9	65.9
Chicago	83.2	66.8	67.1
Michigan	66.2	60.5	62.4
Wisconsin	92.1	60.2	54.5

	Occupancy End of July		
	1929	1932	1933
Minnesota	73.1	73.1	73.1
Minn. except Mpls. & St. P.	66.3	66.3	66.3
Mpls. & St. Paul	72.4	67.2	75.8
Iowa	68.4	52.0	53.5
Missouri	75.4	75.4	75.4
Mo. except St. Louis	58.6	60.9	60.9
St. Louis	76.8	74.9	66.1
North and South Dakota	93.1	93.1	93.1
North Dakota	48.0	48.0	48.0
South Dakota	68.3	68.3	68.3
Nebraska	64.6	54.2	55.2
Kansas	83.0	52.9	43.3
Del.-Md.-D. C.	52.1	52.1	52.1
Delaware-Maryland	60.7	40.8	40.8
Dist. of Columbia	80.1	78.7	78.7
Va. & W. Va.	70.5	70.5	70.5
Virginia	59.4	49.6	49.6
West Virginia	80.8	89.8	89.8
No. & So. Carolina	64.9	61.2	58.0
Georgia-Florida	76.7	67.1	54.4
Kentucky-Tennessee	80.4	51.0	93.9
Alabama-Mississippi	69.9	56.9	57.5
Ark.-La.-Okla.	69.0	69.0	69.0
Arkansas	61.9	61.9	61.9
Louisiana	62.3	56.6	56.6
Oklahoma	58.6	58.6	58.6
Arkansas-Oklahoma	73.7	73.7	73.7
Texas	38.0	66.9	68.1
Ida.-Wyo.-Mont.	70.1	70.1	70.1
Idaho-Wyoming	70.3	66.5	66.5
Montana	81.5	74.7	74.7
Ariz.-Utah-Nev.-N. M.	77.3	77.3	77.3
Arizona-New Mexico	57.1	60.9	60.9
Utah	63.6	72.2	72.2
Colorado	77.7	62.9	63.9
Washington	68.3	70.1	59.0
Oregon	67.8	60.0	60.9
California	76.9	61.8	59.8
Average U. S.	71.2	62.6	62.3
Warehouses reporting	1223	1351	1169

Comparing the July 31 occupancy percentages (provisional) on the opposite page with the final ones of June 30, it is disclosed that the advance of four-tenths of 1 per cent was reflected in the New England States, the New York metropolitan district as a whole, Pennsylvania, Chicago, Michigan, Minnesota outside the Twin cities, Nebraska, District of Columbia, West Virginia, Kentucky-Ten-

nessee, Alabama-Mississippi, Arkansas-Oklahoma, Colorado, and California, with the greatest advance, 30.9 per cent, in Kentucky-Tennessee. Elsewhere recessions were reported.

Tonnage

AS already pointed out, the percentage of volume reported as having entered storage this past July, out of total arriving volume, was slightly larger than the percentage recorded for July of 1932.

Across six years the July percentages by divisions are as follows:

	Percentage Entering Storage—July						
	1928	1929	1930	1931	1932	1933	
New England	76.6	73.4	73.2	78.2	86.6	77.9	
Mid. Atlantic	82.4	81.6	90.0	87.9	90.3	91.4	
E. No. Central	83.4	87.3	85.1	83.8	86.6	86.5	
W. No. Central	71.5	74.0	79.0	75.3	80.2	72.2	
South Atlantic	42.0	49.0	76.5	73.6	74.8	80.6	
E. So. Central	77.2	77.6	68.1	66.6	61.1	79.4	
W. So. Central	78.0	74.4	78.5	70.5	68.2	76.2	
Mountain	58.8	61.8	54.5	61.8	67.9	61.3	
Pacific	73.8	76.6	70.9	61.7	73.4	67.7	
Entire country	71.3	75.6	79.7	77.7	82.3	82.5	
Warehouses reporting	1172	1223	1438	1178	1216	1055	

Comparing this past July's provisional percentages with the final percentages reported for June, it is disclosed that the advance of 1.6 per cent was reflected in five of the nine sections.

By divisions the comparisons follow:

	Percentage Entering Storage		
	June	July	Change
New England	80.8	77.9	-2.9
Middle Atlantic	90.7	91.4	+0.7
East North Central	83.1	86.5	+3.4
West North Central	75.1	72.2	-2.9
South Atlantic	77.2	80.6	+3.4
East South Central	80.7	79.4	-1.3
West South Central	67.4	76.2	+8.8
Mountain	62.4	61.3	-1.1
Pacific	65.7	67.7	+2.0
Entire country	80.9	82.5	+1.6
Warehouses reporting	1050	1055	....

Selling the Warehousing Idea to Retailers

By R. H. BUTZ

A LARGE number of warehousemen are attacking the sales problem of their service from one angle—that of selling a certain service to the manufacturer. As matter of fact, the producer is familiar with the facilities of warehousemen for the storage and delivery of merchandise. He is well able to figure the costs of carrying warehoused stocks in proportion to the costs of making deliveries from the plant on salesmen's orders. As one manufacturer expressed it:

"We never gave the warehouse plan serious thought until one enterprising warehouseman made us sit up and take notice. This warehouse is located in a territory where we have been doing a large volume of business for many years, but for some reason our business was beginning to slip away from us. We attributed it to more strenuous competition and better salesmanship on the part of our competitors, and we were planning to put new salesmen into that territory.

"Before we had made definite arrangements to carry out this plan, the warehouseman in question called on us and presented some interesting information that caused us to alter our plans completely. He proved to us that it wasn't lack of salesmanship, but lack of strategy on our part, that was to blame.

"That man knew how to sell warehousing service! In the first place, he knew who our competitors were in that territory and why they enjoyed an advantage. The competing plant was located at a point where it was enabled to guarantee deliveries within one or two days, while a week or ten days was necessary to make freight deliveries from our plant into that territory.

"The warehouseman had interviewed a number of our customers and prospective customers to determine whether they would be able to increase their business with us providing they could be assured of prompt deliveries. When all the evidence was in we simply couldn't turn him down, and we do not hesitate to say

that he has done us a mighty good turn by analyzing our trouble in that territory.

"I have since learned that this man has developed quite a few of his largest service accounts in this manner. He analyzes the situation from the manufacturer's point of view, and when he is certain that the warehousing plan is better than the producer's own system, he rarely fails to get that account."

While cutting of costs is an important consideration at the present time, a concrete plan to increase sales is a sure method of winning the attention of the national distributor.

Sees Improvement

A J. Stefani, general manager of the John F. Ivory Storage Co., Detroit, reports that business picked up considerably for the firm during the past month. The gain was noted in all departments, with moving leading with a 15 per cent increase over a year ago.

FROM THE LEGAL VIEWPOINT

By
LEO T. PARKER

Bailee Liable for Value of Stolen Merchandise

VARIOUS Courts have held that words used in a warehouse receipt or contract to the effect that the warehouseman shall not be responsible for causes of damage, as by fire, etc., will not relieve the warehouseman from losses caused by his own negligence or relieve him from the exercise of reasonable care.

For instance, in *Central v. Longwell's Transfer*, 62 S. W. (2d) 87, El Paso, it was shown that the owner of stored merchandise received a receipt containing a clause that the storer would not be liable for loss caused by fire or theft. When the merchandise was stolen the storer refused to compensate the owner and the latter filed suit. In holding the owner entitled to a recovery, the Court said:

"A misdelivery of property by any bailee to a person unauthorized by the true owner is of itself a conversion, rendering the bailee (warehouseman) liable, without regard to the question of due care or degree of negligence. . . . And a delivery to an unauthorized person is as much a conversion as would be a sale of the property, or an appropriation of it to the bailee's own use. . . . A warehouseman cannot insert provisions in the receipt which would relieve him from the consequences of his own negligence."

Special Contract Does not Relieve

CONSIDERABLE discussion has arisen from time to time as to whether a railroad company or other common carrier may be relieved from liability for loss or damage to shipped goods where a contract is entered into between the railroad company and the shipper specifying that the railroad company shall not be liable for negligence of its employees. This point of the law was discussed in the recent case of *Boston & M. R. R.*, 165 Atl. 124, Farmington, N. H.

In this instance a shipper and a railroad company entered into a contract by the terms of which the railroad agreed to transport merchandise and the shipper agreed to relieve the railroad from liability for loss or damage to the goods even though such loss or damage might result from negligence by railroad employees.

The goods were damaged while en route and the shipper filed suit to recover damages. Counsel for the railroad

contended that no liability existed because the contract clearly stated that the railroad would not be liable.

However, the evidence indicated that the loss resulted from negligence by railroad employees. Therefore the higher Court held the railroad liable and explained that a contract of this nature was not valid, saying:

"It has been definitely established that the validity of any limitation upon the liability of a common carrier with reference to interstate transportation of goods, involving as it does the construction of this statute, presents a Federal question depending for its solution upon Acts of Congress and the common-law rules accepted and applied in the Federal Courts. . . . The question submitted for decision, viz., whether the contract between the railroad and the shipper 'is a bar to the maintenance of all or any of the foregoing actions,' is therefore answered in the negative."

Your Legal Problems

MR. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business.

Interference with Fire Department

IT is well known that any person is liable in damages whose negligence or interference with the work of the fire department in extinguishing a blaze results in financial loss to another. However, no person or company is liable where the acts did not increase or produce the fire causing the damage.

For example, in *Commercial Union Assur. Company v. Pacific Gas & Electric Co.*, 23 P. (2d) 822, Irvington, Cal., it was shown that a warehouse was on fire and that a gas company, which had stored therein thousands of dollars worth of copper wire, authorized its employees to break into the warehouse to remove

the wire. The warehouse burned down.

Suit was filed against the gas company by various insurance companies which paid insurance to other owners of destroyed goods. It was contended that the gas company's employees broke into the warehouse at a time when the fire was under control and confined to a small area, and that such entry caused the fire to flare up and pass beyond control.

However, as this contention was not definitely proven, the higher Court refused to hold the gas company liable saying:

"The rule of these cases is that the unexplained blockading of the fire department and interference in its endeavors to control the fire makes a *prima facie* case of negligence in favor of the plaintiff whose property was destroyed by the fire. It is not the rule that damages may be awarded upon mere conjecture or surmise or that plaintiff's burden of proving the actual damages sustained by the acts complained of is in any wise lessened."

Utah Statute Held Valid

THE law is well settled that the Courts will not declare a State law unconstitutional unless it clearly violates some provision of State or Federal Constitution. In other words, every presumption will be indulged in favor of constitutionality and every reasonable doubt resolved in favor of validity of a State law.

For illustration, in *Utah Mfrs.' Ass'n. v. Stewart*, 23 P. (2d) 229, Salt Lake City, it was disclosed that a State law authorized the governor to designate exclusive warehouses for distribution of alcohol and appoint managers of such warehouses. It was contended that the law was void, on the grounds that it created a monopoly or granted irrevocable franchise or privilege. However, the higher Court held the law valid, saying:

"If a municipal dispensary may be given exclusive privilege of sale of intoxicating liquors, we see no good reason why the Legislature may not provide for one or more warehouses in charge of a manager or managers designated by the governor, where the conduct of the business is strictly regulated and the charges to be made are limited by statute, as in this case. . . . There is no common right on the part of any person to sell intoxicating liquor, especially where the State has undertaken to control or prohibit the traffic as has been done in this State."

Overloading Truck Held Law Violation

CONSIDERABLE discussion has arisen from time to time as to whether a warehouseman who obtains a license to operate a truck having specified capacity, may overload it. This point of the law was discussed in *Commercial Warehouse v. State*, 62 S. W. (2d) 20, Little Rock, Ark.

In this case it was disclosed that a warehouse company was convicted for violating a State law which provides for the payment of \$90 a year license fee for operation of 2½-ton trucks.

The testimony indicated that a truck belonging to the warehouse company was stopped and that the driver was arrested because he was carrying 5½ tons instead of only 2½ tons.

In holding the warehouse company bound either to operate its truck on a 2½-ton license or, if it desired to carry greater tonnages, to obtain a license entailing an increased fee, this Court said:

"If appellant could obtain a license for a 2½-ton truck and then haul 5-ton or 6-ton loads, it would escape the payment of the higher license fee required by law for such loads. The object of the lawmakers seems to have been to require the payment of license fees in proportion to the load capacity of the vehicles, because the heavier the load, the more the damage is to the highways over which it operates. Therefore, if appellant wishes to operate its truck on a 2½-ton license, it should limit its load to 2½ tons."

Lessee Is Bound to Pay Rental

CONTRARY to the opinion of the majority of persons a warehouseman may be liable for failure to pay an agreed rental notwithstanding that the landlord breaches a contract to perform certain repair work on the building.

For instance, in *Community v. Weilbacher*, 57 S. W. (2d) 941, San Antonio, it was shown that a tenant leased from a landlord a building and agreed to pay \$300 a month in advance. Also, the landlord agreed to keep the building in good repair. When the tenant failed to pay the rent in accordance with the contract, the landlord filed suit to collect the amount due. The tenant contended he should not be required to pay the rent for the reason that the landlord had failed to fulfill his agreement to maintain the building in repair. However, the higher Court held the tenant liable for the rental, and said:

"The defenses set up by the appellant [tenant] were wholly immaterial, as the covenant to pay rent on the part of appellant and the covenant to repair on the part of appellee [landlord] were independent covenants, and the defendant [tenant] could not defeat the plaintiff's suit for rent by merely showing that plaintiff had not kept the premises in good condition."

However, it is well settled that any person who breaches a valid contract is

liable in damages for such breach. Therefore, the tenant had the legal right to file suit and collect from the landlord an amount of money equal to the damages which he sustained as a result of the landlord's failure to fulfill his obligation to keep the building in good repair.

Warehouseman Bound to Repair Known Defects

IT is well established law that a warehouseman may be liable in damages for failure to repair defects or dangerous conditions on the warehouse premises, and that he cannot hold a contractor or manufacturer of equipment liable for his losses resulting from damage suits instituted by patrons or employees injured as a result of such defects.

For illustration, in *Morgan Warehouse Co. v. Gilbert Mfg. Co.*, 60 S. W. (2d) 1053, Dallas, it was disclosed that an employee of a warehouseman's patron was severely injured when he fell down an elevator shaft when the elevator doors failed to close automatically. The employee filed suit against the warehouseman and obtained a judgment for \$6,577 damages. The warehouseman sued the manufacturer of the elevator doors to recover \$6,577, contending that the maker should be held liable on the ground of negligence in supplying allegedly defective doors. During the trial it was claimed that on numerous occasions the warehouseman had requested the manufacturer to remedy the defective doors but that the manufacturer failed to do so.

However, the higher Court refused to render a decision in favor of the warehouseman, and stated the following important law:

"It is well established general rule that where the work of an independent contractor is completed, turned over to and accepted by the owner, the contractor is not liable to third persons for damages or injuries subsequently suffered by reason of the condition of the work, even though he was negligent in carrying out the contract."

Contributory Negligence by the Injured Person

THE legal question often has arisen as to whether the owner of a warehouse building is liable in damages for injuries sustained by a patron or other person where it is shown that the warehouseman violated a city ordinance and also that the injured person was careless or contributorily negligent in receiving the injury. This phase of the law was discussed in the recent case of *Blankertz v. Mack*, 248 N. W. 889, Ann Arbor, Michigan.

In this case it was shown that a city ordinance provides:

"It shall be the duty of the owner, agent or lessee to provide or cause to be provided at all elevator openings proper trap or automatic doors or automatic gates so constructed as to open and close

by the action of elevators either ascending or descending. . . ."

The owner of a building failed to comply with this ordinance, with the result that a person who entered the building was seriously injured in an elevator. He filed suit against the owner to recover damages. However, during the trial, testimony was introduced showing that the injured person was familiar with the premises and knew that the elevator was not equipped with automatic gates.

Therefore, although the lower Court held the owner of the building liable in damages, the higher Court reversed this verdict, saying:

"Admitting that defendant [owner] was guilty of negligence in failing to comply with the above-quoted statute, none the less we think it convincingly appears from this record that plaintiff [injured person] was also guilty of negligence which was a contributing proximate cause of his misfortune. . . . If he fails to use the care that an ordinarily careful person would have used in like surroundings, and in consequence sustains injury, he must bear his own misfortune. . . . As hereinbefore indicated, we are of the opinion that plaintiff was guilty of contributory negligence which bars recovery."

Company Showed "Good Cause"

GENERALLY speaking, a permit for transporting merchandise will be issued by a public utilities commission if evidence is introduced showing that issuance of such permit will materially benefit the public.

For instance, in *Re Garrett Transfer & Storage Co.*, 23 P. (2d) 739, Idaho Falls, Idaho, it was shown that a warehouse company's application to the State Public Utilities Commission for a permit to extend its transportation area between two cities was contested by a railway company.

However, as it was shown that the warehouse company had complied with the provisions of the law regarding the issuance of permits and proved that the Commission had "good cause" to issue the permit, the higher Court held that the warehouse company was entitled to the permit saying:

"In their judgment the applicant (warehouse company) had shown compliance with the requirements . . . in other words, 'good cause' for the issuance of the permit, which being true, the permit would perforce be issued, which was done."

A Legal Definition of "Transfer and Storage"

CONTRARY to the opinion of a majority of persons the term "transfer and storage" used in State and city laws does not include the transfer business unless the latter is operated in connection with the storage business.

For example, in *Jones & Spicer Transfer Co. v. McDonnell*, 23 P. (2d) 701,

Oklahoma City, a truck driver for a transfer company was injured by a skidding automobile while he was walking on a highway to get gasoline for the truck, which ran out of gasoline while being used to transport merchandise for a regular customer. The legal question arose as to whether the employee was entitled to recover compensation under a clause in the compensation law which includes "transfer and storage" employees. The aforementioned transfer business was not operated in connection with a storage business and the higher Court held the employee not entitled to recover compensation for the injury, saying:

"The clause 'transfer and storage' . . . does not include a transfer business unless it is operated in connection with a storage business."

Common v.

Private

LEGAL EDITOR, Distribution and Warehousing: We maintain a truck for the distribution of goods warehoused with us. We are informed by Harrisburg that we are classed as a common carrier and that we must take out a certificate of public convenience in order to operate said truck. Now we do not want to be subject to call to transport goods for any one who wishes that service, but we do want to be able to distribute goods for our customers who carry accounts with us. Is it legally necessary for us to have that certificate to transact this part of our business or, in other words, can we be classed as a common carrier?—*Williamsport Storage Company.*

Answer: Various Courts have held that a warehouse firm is not required to obtain a certificate of public convenience for operating as a common carrier where the evidence shows that such warehouseman transports merchandise for a few regular customers or for persons who own the goods stored in the warehouse.

In other words, the Courts generally have upheld the law that a truck owner who does not have a regular route and transports goods only for a few select customers is a private carrier and not a common carrier.

The legal distinction between a private carrier and a common carrier is as follows:

A common carrier is one who holds himself out as being ready and willing to transport merchandise for all who require his services; whereas a private carrier does not advertise himself as be-

ing ready and willing to transport goods for the public generally but he may have a few select customers or he may transport goods exclusively for himself.

See following cases: 209 N. W. 872; 266 U. S. 570; 222 N. W. 718; 90 Pa. S. Ct. 373; 164 Atl. 835; 19 P. (2d) 204; 17 P. (2d) 715.

Avoid Liability for Conversion!

LEGAL EDITOR, Distribution and Warehousing: We have in storage a miscellaneous lot of household goods including piano. It has been in storage for thirteen months. Transportation and five months' storage have been paid. This furniture was put in by a Mr. R— on Aug. 10, 1932. Since that time Mr. R— has not been heard from. Mrs. R— has returned to town and the commissioner of the charity department has asked us to turn over this furniture and piano to her. The charity department has agreed to pay all storage and transportation charges connected with the furniture.

We would thank you to write us whether, in your estimation, it will be legal for us to turn this furniture over to his wife.—*The E. J. Kelley Company.*

Answer: Generally speaking, it is illegal for a warehouseman to deliver to a wife the goods which legally belong to the husband. However, under the circumstances mentioned it would be possible for you to receive from a Court permission to deliver these goods to the wife, or you may have an official of the charity department sign a guarantee that, in the event the husband returns and claims the goods, the official will relieve you from all liability.

Another solution to the problem would be that you demand the city officials to obtain a Court order authorizing you to deliver these goods to the wife; otherwise you may be liable for conversion if the husband returns and demands delivery of the goods.

Liability for Loss by Fire

LEGAL EDITOR, Distribution and Warehousing: Referring to the September issue of *Distribution and Warehousing*, we will appreciate information as to whether a warehouse company is liable for any merchandise damaged by fire in the building when the

warehouse is advertised as a fireproof building.—*Davies Warehouse Company.*

Answer: Various Courts have held that a warehouseman may be liable for loss or damage of goods destroyed by fire when the evidence indicates that the warehouseman advertised the warehouse to be fireproof when in fact it was not regulation fireproof construction. This is particularly true if the complaining party proves he was induced to place his part of the warehouseman, or his authorized employees, that the warehouse was goods in storage by representation on the fireproof.

However, it is well known that certain buildings are generally known to be fireproof, such as those constructed from concrete and steel, and it is my opinion that a warehouseman would not be liable for loss or damage of goods stored in a building of this type although the owner was induced to store the goods therein by representation on the part of the warehouseman that the warehouse was fireproof.

Auctioning Privilege

LEGAL EDITOR, Distribution and Warehousing: Enclosed find samples of my warehouse receipts such as is signed by owner of goods. I pay State, county and city license to conduct my business. On Aug. 17, 1933, I advertised, in both our city papers, auction sales of goods. Before the sale a city official called me and said I could not sell at auction without paying \$250 license to sell goods. What can I do?—*Twiss Transfer & Storage Co.*

Answer: If the city ordinance is intended to include all sales at auction, you would not be permitted to sell without obtaining a license; providing, of course, the ordinance is valid and enforceable. Obviously, the ordinance is void if it contradicts a State law which authorizes warehousemen to sell goods without obtaining a license. However, it is well known that the business of warehousing does not include auction sales.

It is my opinion that the city council will amend the ordinance, so that warehousemen will not be required to pay a license for conducting occasional auction sales, if the situation is directed to its attention, as evidently the license law was intended to prevent professional auction sales by persons who do not conduct an established business.

Sale of Pennsylvania's Jersey City Warehouse to Harborside Is Approved by Federal Court

THE Harborside Warehouse Co., Inc., recently organized by bondholders of the Pennsylvania Dock & Warehouse Co., Jersey City, in financial difficulties for some time past, has concluded arrangements for purchase of the property of the Pennsylvania Railroad subsidiary for a consideration of \$2,100,000 and the sale has been approved by the United States Court. Early in October it was planned that the Harborside should take

over the plant at once and operate it under new ownership.

The holdings comprise two eight-story reinforced concrete warehouse units on a site 377 by 1,020 feet, in the vicinity of Exchange Place.

New Firm Incorporates

Harborside's acquisition includes also personal property and 4,000 shares of common stock of the General Cold Stor-

age Co., a Pennsylvania Dock & Warehouse Co. affiliated interest.

The Harborside organization is capitalized for a nominal amount of 1,000 shares, no par value, and was formed under the direction of Albert C. Wall, a Jersey City attorney. Pierpont V. Davis, New York, chairman of the bondholders' protective committee, and Paxton Blair, New York attorney, will be active in the new company.

Let's Take the Family Album Out of Storage!

Success Stories

No. 114

Philip Godley

By Elizabeth Forman

IF commercial storage executives were to select a member of their national organization to be known as the "dean of the warehousing industry," Philip Godley, proprietor of Godley's Storage Warehouse at 23 Queen Street in Philadelphia would be a logical choice indeed to fill the position.

Mr. Godley started in the business at the age of sixteen in his father's warehouse — doing everything; for some time he received or delivered goods or did office work—anything to learn the business.

In February of this year Mr. Godley celebrated his eighty-sixth birthday.

The present site of the Godley business in the Quaker City is the original location chosen by the father of the present owner back in 1845. The building is a comparatively small one in an old neighborhood and it looks now exactly as it looked during the Civil War. A picture of the elder Godley, whose name was Jesse, hangs above the desk of the present occupant of the executive office. It has been there since 1864.

In those days the Godley structure was used as a repository for sugar, as were three other groups of buildings put up later and since sold. Hogsheads weighing 1,800 pounds were hoisted from the street to the upper floors of the warehouse by means of pulleys and ropes pulled by horses. This was called a "double-whip" and the rings employed in this means of elevation still are in the sidewalk in front of the building just as they were during the war between the forces of Gray and Blue.

The upper floors of the warehouse still are used for storage, but bundles of cotton waste and barrels of oil now are sent up from the sidewalk to be fed to the upper door, open like a hungry mouth, and the hoisting is done now by a sputtering donkey engine.

The three additional groups of buildings were erected by the Godley company between 1864 and 1869. All of these have been sold and only the Queen Street warehouse retained, for the storage of cotton, cotton waste products, turpentine and oils. It has weathered three wars—the Civil, Spanish-American and World conflicts.

Mr. Godley's father was the builder of the old Dock and

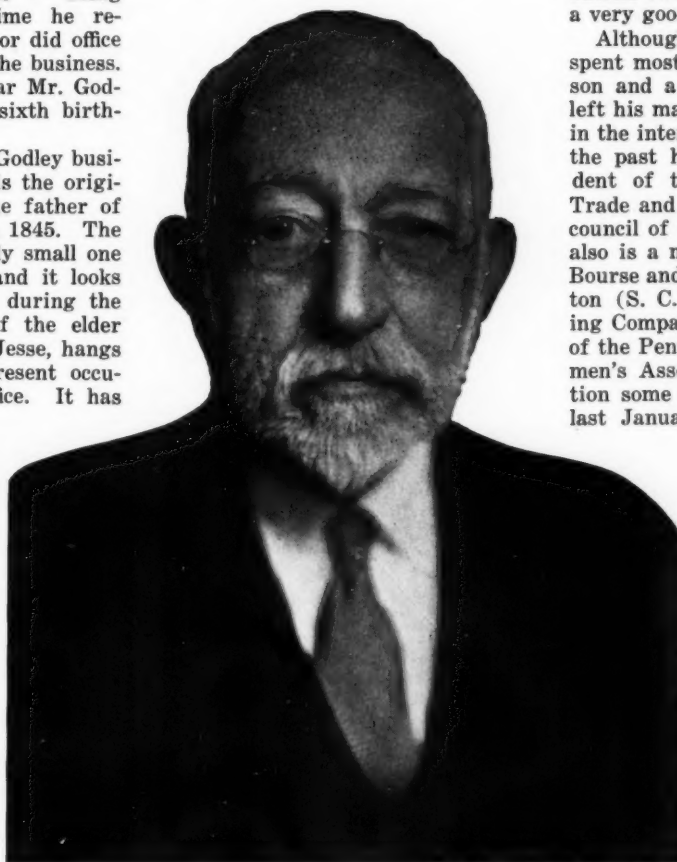
Granite Street stores. These were operated as United States customs bonded warehouses and were originally put up to take care of imported sugar because of the high tariff on sugar during the Civil War and in the years immediately after it. The Spanish-American War had no noticeable effect on the business; but the World War brought along a boom which allowed Mr. Philip Godley to unload two groups of warehouses "at a very good price."

Although he insists that he has spent most of his time bringing up a son and a daughter, Mr. Godley has left his mark both in civic affairs and in the interests of his industry during the past half century. He is president of the Philadelphia Board of Trade and a member of the executive council of the same organization. He also is a member of the Philadelphia Bourse and is president of the Charleston (S. C.) Mining and Manufacturing Company. He has been president of the Pennsylvania State Warehousemen's Association since its organization some five or six years ago; and last January at the Cincinnati convention of the American Warehousemen's Association, of which he was a charter member, that trade body bestowed on him an honorary life membership. Mr. Godley is the second person to be so honored, the first being John L. Nichols, president of the Merchants Warehouse Co., Boston.

Mr. Godley now can boast of seven grandchildren. His son, Francis D. Godley, is connected with the Merchant's Warehouse Company in Philadelphia.

The elder Mr. Godley lives now with his daughter, and there, he says, four of the seven grandchildren keep him more than busy. He says he is not old enough to take up golf. For a great many years he kept horses and during that time he used to ride a great deal with Mrs. Godley, who was very fond of that form of sport. After her death in 1910 he gave up riding.

Mr. Godley's mother lived to be 92 years old. His father was 74 when he passed on. The subject of this sketch is approaching 87. And his recipe for longevity is a very simple one: He never overexerts himself; he smokes inveterately; he takes a cold sponge bath every morning, winter and summer; and he lives in the suburbs.



H. A. HARING'S

Developing New Business for Warehouses

No. 94

Space Rentals for
Business Records

THE changed condition of business is bringing to the public warehouse new opportunities of storing goods.

One of these was discussed in the issue of *Distribution and Warehousing* for October, 1927, and the article will be found as Chapter XXIII in the volume "New Business for Warehouses."* In 1927 it was titled "Storing Office Records"—and, of all the suggestions for new business published on these pages during eight years, that one holds third place for "responses." That is to say, out of the reports that come to the author of this department about the usefulness of these articles, that one about office records stands third in approval. Warehousemen themselves state that it has led to new accounts and new volume.

Deep changes in business procedure have now, in 1933, created a new demand for space rentals in the warehouse for the storage of office records. The opportunity is open alike to furniture and merchandise houses, provided only

that the house meets the chief requirements of this storage. Those requirements are three in number:

1. Convenient location of the warehouse with reference to the commercial center of the city.
2. Rat and vermin protection, and, generally, a "clean" house not only in first appearance but also on thorough inspection, so that valuable papers will not become unduly dusty or sooty, or, on the other hand, damp or mouldy.
3. A warehouse divided into portioned spaces (of about 100 square feet and upwards) with arrangements for individual locks and provision for ready access to the leased compartments during business hours.

No warehouse need expect to gather in business of this type unless its building is of modern construction. It is almost necessary that it be of the "fireproof" design or better.

ENTER any office you will, and you will find the filing room cramped and crowded with cases. Its overflow will be found in cabinets reaching to the ceiling along the entry-ways and hallways. Ask the office manager and he will tell of excess records stowed in attic rooms and untenanted spots under the roof or in dark and unrentable offices in the neighborhood, possibly in loft buildings at a distance from the main office.

For, when we come to think of it, office records are one of the few things in life that never grow less. Fuel and all sorts of supplies for a business concern come into the place in huge quantities but they are consumed. In effect, they go out as rapidly as they come in. The total on hand, to be accommodated within the place, does not increase. Therefore the space required remains constant.

But, with office records, the opposite is the case.

Their bulk, kept forever, grows and grows.

There comes a time, of course, when some records may be destroyed. They are thrown out. Nevertheless, as every reader knows for himself if he gives it a moment's thought, the tendency of corporate business is to preserve and not to destroy.

In 1932 a court in Massachusetts awarded \$300,000 and costs in a lawsuit between two corporations. One sued the other for infringement of a patent and trade name, claiming that

more than forty years ago the suing corporation (through antecedent companies) had bought from the infringer all rights, although at that time these "rights" were considered of little value. The infringer stoutly denied any such sale.

No person could be found, for either side, who had been connected with either business in 1889, when the alleged sale took place. Both parties dragged into Court much hearsay, but each charged the other with brazen untruthfulness.

One of the attorneys, however, is a collector of antiques. He started out to hunt all New England for some evidence to support or refute the contention of his client. For four months, and nearly five, he used his wits and chased documents as he would pursue an old bottle or an elusive autograph. He went everywhere and talked to everyone. Occasionally he would come across an old box of papers but, repeatedly, the search was fruitless because it contained nothing to bear on the transaction of 1889. He did not, of course, know what he was hunting except that he wanted some scrap of written evidence for or against a sale of "rights."

His persistence and doggedness finally won. In the loft of a dock building along the Connecticut coast towns he fell upon seven dust-covered packing cases, within which he found the receipted invoices paid for nearly twenty years by the suing corporation's business ancestor. An original invoice for \$500, with supporting letters, smuggled among these musty papers—the invoice covering the identical "rights" at issue. The

case came quickly to an end, with \$500 swelled to six hundred times that sum.

No such search will be necessary forty years hence to prove or disprove a business transaction of 1933. Both corporations would then bring into Court their original bookkeeping records, undoubtedly along with supporting documents and a mass of correspondence. The facts of 1933's business will still be abundantly available in 1975, when you and I and most of our friends have traveled to the long hereafter.

Probably the Standard Oil Company is the outstanding example of carefully preserved records.

When Mr. Rockefeller began business in Cleveland shortly after the Civil War more than sixty years ago he made a rule for himself about records. How or why he came to do this is not public information, because he has never taken us into the secret of his reasons. Probably no other reason is necessary than the native caution and business genius of the man himself. At any rate, from that day to this, the Standard Oil Company has a record of everything. It seems incredible, but it yet is probably the truth, that every essential scrap of records of its world-wide business has been preserved and so indexed as to be immediately available. To their sorrow, persons without number who sued the company, or its founder personally, were confounded before the Courts, because after allowing the plaintiff to tie himself up by elaborate "stories" the Standard Oil attorneys would bring into the room a mass of original papers to contradict the witnesses and to prove that

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"one scrap of paper" is more reliable than a dozen men's "memories."

And, even in day-to-day transactions, the modern businessman does not trust to the memory of any employee. Each step in a transaction is checked and rechecked against written records in the office. When it comes to older transactions, such as those of last year, the record has completely supplanted the memory. Even when a man "remembers," he would not think of trying to make anyone believe him. He begins by throwing down the company's "records." From them there can be no dispute.

Carelessness

DOWN on Wall Street in New York City is the office of a great sugar refining corporation known the world over.

One department of this company has charge of the "history of sugar prices"—which item of information, for sugar, is highly vital. For years and years a salary roll of about \$11,000 has been carried merely for the purpose of keeping this record up to date. A middle-aged attorney heads the department; and, within the company's circle, he is a man of consequence. The information he controls is valuable. Much of it is "old papers" which he preserves, together with a card file for the abstracted data.

Recently this sugar corporation moved from one building on Wall Street to another.

All this valuable material—costing thousands of dollars a year to compile and file,—was entrusted to a janitor for moving to the new offices. No special instructions were given him or his assistants. During the moving a heavy rain caught them. The "stuff" was chucked aside, and, when examined by the janitor, it was "nothing but a mess of old junk." He consigned it to the furnace room and it was burned, or dumped in the harbor as trash—no one knows precisely which.

"The loss is terrible," was the cry of the corporation's highest officer a day or two later. "Those records go back three generations and can never be replaced."

They sent for the attorney, already referred to in this article, who scraped New England for half a year in a lawsuit. Their plight aroused his collector's instincts once again, and he said: "Let's see. Give me six months to try."

It cost them a goodly sum, but, within six months by ways queer and devious and more thrilling than a detective yarn, the lost records were replaced with new ones—procured from libraries, dusty lofts, the United States Customs Service, rat-infested attics in Cuba and Asia and the Philippines, from competitors' files, from Court records in twenty-odd States. But, when the job was pronounced "finished," the corporation had once again an unbroken "price history" of sugar for forty years.

All the cost, and all the duplication

of effort, had been brought about by "carelessness."

And, to prevent a repetition of the disaster, the new documentary material is safeguarded in a public warehouse not far from Wall Street. Only the abstracted information, or copied data from the originals, can today be "lost" or "rained on" or "dumped by a janitor." Only that much is kept in the offices—enough for daily purposes but with the real records preserved against contingencies. Yet they are available on a moment's notice, if required. Carelessness has been thwarted.

Impossible to Insure

A FIRE insurance policy carries on page 2 what has come to be known as "The Standard Form." The one adopted for New York is followed by nearly every other State. If you will examine the "Form" you will find that the lines are numbered, 100 in the first column and 100 in the second. You will further discover by comparing one policy with another that even the words and commas follow an invariable arrangement throughout these 200 numbered lines.

The first 6 lines refer to "Fraud." Lines 7-11 are:

7	Uninsurable	This policy shall not
8	and	cover accounts, bills,
9	excepted property.	currency, deeds, evi-
10		dences of debt,
11		money, notes or
		securities; nor, unless specifically named
		hereon in writing, bullion, manuscripts,
		mechanical drawings, dies or patterns.

It is thus impossible for a company to get fire insurance protection against the loss of its records. Yet the records are of tremendous importance to a going concern. Their destruction has often seriously handicapped the resumption of business; in other instances, it has meant heavy expense and inconvenience and a long period of uncertainty until every "open account" and incomplete contract has been closed.

Records lend themselves too easily to concealment and fraud. The owner puts a value upon them so great that no insurance company would pay the claim, and, for these reasons, the insurance companies will only reimburse for the cost of the paper. In effect, this means that no insurance is procurable for the office records.

A business concern must find some other manner of protecting its "paper assets" which cannot be insured.

Nor does the ordinary office building give complete protection to these "assets you can't insure."

The ordinary "safe" has definite limits of protection. Wherever a fire is possible, the only sure protection is some form of a vault; and, in constructing this, due thought must be given to the collapse of the building itself. Heat on the vault is not the only hazard. The whole structure may give way.

In the construction of a vault a number of fundamental requirements should be borne in mind. For the purpose is to protect the records against a real fire, not a flashy blaze. The committee on protection of records of the National

Fire Protection Association has listed the following requirements:

"Wall, floor and roof construction should be of materials having sufficient fire-resisting qualities to resist the action of the most severe fire to which the enclosure may be exposed and also having adequate heat-insulating resistance to prevent destruction of records from heat transmitted to the interior vault.

"Foundations and other supporting members must be of such design and construction that they will carry the weight of the vault and its contents when these supports are subjected to fire.

"Provision must be made against the impact of falling building members and building contents such as safes, machinery and other heavy objects.

"The structure of the vault enclosure must be independent of the building members at least to such an extent that failure of the building will not cause failure of the vault.

"Door openings must be protected by the insulated-type vault door which is now available from several of the leading manufacturers, rather than the conventional plate steel vault door which has a limited fire resistance and should be used only where fire exposure is moderate."

These requirements should not be overlooked in planning warehouse compartments for storing documents. They represent the extreme of safety, not always to be met to the letter but always to be approximated in construction.

The New Demand

STATE after State is now levying a sales tax.

In this single item of taxation lies a new reason for preservation of business records. Even a small retailer—down to the sort who never kept any records at all—is now under penalty for the preservation of some evidence of his sales.

Undoubtedly we shall, shortly, have also a Federal sales tax. These taxes will become as troublesome as the income taxes upon business, for the reason that the Government is allowed seven years in which to lay claim for arrears of payments; and, for that length of time, the taxpayer must be prepared to prove his return and to satisfy the Government that nothing has been withheld.

Another reason for preserving records as never before lies in the revised bankruptcy law; in the many moratorium laws for protection of borrowers (mortgage, long-time notes, debenture obligations); in the growing practice of basing retailers' rent on volume of sales rather than making it a fixed sum per month; and in the codes for minimum pay and maximum hours.

Each one of these laws—which have fallen upon us within the single year of 1933—lays a new burden on the business concern to preserve complete records of papers which, formerly, were looked upon as "unnecessary, or 'purely

temporary." They are no longer "temporary" but have become "permanent" in nature.

To save them will add immensely to the bulk of office papers to be kept for seven years, rather than to be dumped each six months.

Saving Rent for the Office

FIVE of six winters ago, in southern California, I ran across an advertisement of the Bekins Van & Storage Co. It was one I have never forgotten. It was worded something like the following, according to my notebook, and this may be the exact phrasing of their copy:

Reduce Your Office Rent

Rent Bekins' storage space for office records at reasonable rates and thereby utilize valuable office space to better advantage than you are now doing.

That brief advertisement, to my thinking, is the entire "story" of this subject. It does not emphasize the element of safety for the records but it does bring into prominence the one argument which will appeal to a business concern. Rent may be saved by storing records with the warehouse.

In New York City, three years ago, one corporation which had expanded and expanded—and has continued to expand during the depression—was about to lease half of another floor in its building on Madison avenue. The corporation was then using three floors of the building. The rent was staggering.

This corporation was, however, persuaded to be economical through the simple device of eliminating storage of its records. A survey, one Sunday morning, showed up that one-third of the floor space was given over to storing. This was equivalent to a whole floor of the office building!

Not all this could be eliminated, of course; but during the ensuing week every executive was informed of the condition. On the following Saturday afternoon these men assembled at the offices to discuss a plan to save this third of their space. They found that many private offices could be cut four and six feet by moving out the filing cabinets and shifting the glass partitions. Right here the economy was very, very great, and it was brought about without reducing the working space for any man. Many of them improved the appearance of their rooms by getting rid of cabinets which they had thought necessary but which were more a clutter than a help.

The main filing rooms were cut down in a similar manner.

There followed a month of carpenter work and moving gangs, who followed a schedule carefully worked out by the management for placing the eliminated files in a warehouse eleven city blocks away.

The company organized a messenger service of two men who went and came, all day long, between this warehouse and the offices. There was also a man in charge at the warehouse, with three assistants, the idea being that these "old records" would be consulted so constantly that this elaborate service would be re-

quired. For, within the organization, everyone claimed that he "was constantly referring to dead records." Before the first month rolled along, however, they learned differently. The two messengers became only one; the three assistants at the warehouse became none at all. One man could do the digging up of records and one could do the running back and forth.

Today, after three years, there is no messenger. And the "record keeper" has transferred his desk from the warehouse to the company's own office. He collects "wants" and makes a trip to the warehouse only when necessary, and, for the month of July, 1933, he reports to me only fifty-one trips to the warehouse, or about two a day.

Yet the rent saved by this corporation in these three years, plus the general overhead escaped, would probably buy the warehouse building and the ground on which it stands, even in New York City.

Nor is it only the huge corporation that may save rent.

In downtown Cleveland the manager of a group of office buildings tells me that he makes it a rule to let out unoccupied rooms "for \$20 or \$25 a month, or whatever they will pay" for storage of records to tenants of his buildings. When demand for the rooms again arises, this manager will raise the rent or compel them to move out their stuff. But, in the past, he has created some nice income for his properties by this mode of using vacant spaces.

When it was explained to him that equally good storage, and far greater protection, was available in public warehouses of the city, at "\$5 to \$6 a month, with watchman service thrown in," he exclaimed:

"I know it. But they don't. Remember, I'm managing these office buildings and not soliciting for the warehouses. If they're not astute enough to get their story across to Cleveland business men, I'll not do it for them."

Some Warehouses Doing It

SOME warehousemen have developed a highly profitable volume of storing from this source.

One who tells me of a very handsome monthly revenue rolling into his house (a furniture house) once related something of this sort:

"The furniture business is seasonal.

"When the 'off' season comes along I turn my two men loose on the office buildings. I send them from door to door the way the typewriter and adding machine men do it. They sing one song to every man who will give them half an ear of his time. That tune is 'We'll save you money'—and it gets them.

"You'd be surprised, too, how many moving jobs and how much other storage we've dug up from these interviews. Our men come to know a different type of customer from the woman in the home, and it helps a lot."

Another warehouseman has one solicitor who has brought in much of office record storing. He makes a different

approach, of which one example is the following in his own words, as they come to my memory:

"Down at the courthouse and city hall is my best picking.

"You know politicians. They're always wanting to get off in a corner and whisper something to somebody. In the public office buildings all the big bugs have private rooms where they can talk; but the next rank, like the deputies and chief clerks, sit out in the big office where there's no privacy. But these fellows do a lot of the maneuvering in local politics.

"It struck me that every dufer of them would like a private office. So I got into a trick of showing them how to get the office without costing the taxpayer a dollar. I show such a fellow how he can make floor space by chucking a lot of dusty old records, running back to 1803 or worse. Then he gets a glass partition where the old cases stood and he wriggles a rug from some fund or other and he's fixed. And tickled! That's no name for it.

"After I got two of them at the courthouse, the others flocked to me. All I had to do was to lead them to the new private offices and they signed my contract form."

Profitable Business

EVEN in his desperation for relief from bulging records, the ordinary corporation officer seems not to think of the public warehouse as a way out. Yet the warehouse can offer better protection, at a cost one-fifth to one-sixth of office rentals, with complete flexibility for expansion or contraction of the storage space. The public warehouse offers every facility the office needs for storing.

The only weakness in the argument is that corporations so often do not know about the warehouse's conveniences. They do not know because no warehouseman has told them or advertised to them.

Storage accounts of this sort will "hold their space," irrespective of business conditions. Occupancy will be permanent, seldom withdrawing and always tending to require more space. The tenant will provide his own filing equipment, within the leased space, using such standards as have been already adopted for the office itself. The special problem of record storage is "how to file away and still keep readily available," but this is the concern of the corporation. The warehouseman has nothing to do with solving it, because record storage is space rental.

The warehouseman who seeks this type of business must remember the special conditions which surround it. He must have a clean house, fireproof and vermin-proof. It must be accessible to the downtown business sections. He must be prepared to conduct "representatives" quickly to their sections of the warehouse. And he must be constantly on guard to see that they observe the "No Smoking" regulations; in fact, the more rigidly the warehouse enforces this rule the

higher will be the regard in which tenants hold the management.

The warehouseman should watch the rate he quotes. It is space rental and little else. The warehouse will derive no revenue from handling or trucking,

except the initial handling into store. *The goods have no turnover.*

Rates

The rate should, accordingly, contemplate that the rental is all the warehouse

will receive from the account. Quotations should be made accordingly—rather higher than space rentals to ordinary customers where the warehouseman looks to additional revenue from the goods.

"Free Port of Havana" Plan Backed by Haile

By RUSSELL RAYMOND VOORHEES

THE overthrow of the Machado régime in Cuba has turned the attention of certain business interests in the island republic to the creation of a free port, or zone as it is sometimes called, to be located in Havana and to embrace part of the harbor's facilities.

The father of this "Free Port of Havana" idea is E. S. Haile, general manager of the Cuban Warehouses Corp. and Havana member of the committee on banking relations of the American Warehousemen's Association.

Several years ago Mr. Haile began to get interested in the idea and did considerable preliminary work. Finally he realized that while the project was sound and was bound to attract attention, the time was not ripe because of political and economic conditions.

The recent cleaning out of the old political machine would seem to indicate that the time is not too far distant when something tangible may be accomplished.

It is felt by many that return of business confidence must await development of a more economic state of affairs and this is taken to mean that the much talked of commercial treaty between the United States and Cuba must be a reality, and furthermore that the sugar quota for Cuba must be materially increased. If these two events take place it is generally felt that prosperity will shortly return to Cuba and along with this returned prosperity there will come renewed confidence. With the return of confidence there should be nothing to hold back the realization of this "Free Port of Havana" idea.

The Haile plan revolves around concession which would have to be negotiated with the Cuban Government. Such a concession, it is believed, should be good for at least fifty years and possibly for ninety-nine years. By the terms of such a concession the operating company would be given a very low rate for taxes and dues on incoming and outgoing vessels; cargo imported into and exported from the free zone would be duty free; all operations within the free port would be absolutely free of Government control and taxation except policing for the protection of law and order; and finally, cession of a desirable waterfront location

suitable for steamship wharfs, docking facilities and the erection of warehouses would be essential.

Havana, it is pointed out, is ideally located for such a free port because of its easy access to the United States, Central and South America and the Islands of the Caribbean Sea. Merchandise from Europe and Asia, shipped to this free port and there held for reshipment to customers in the New World, would, in a short time, it is believed, represent an annual turnover of millions of dollars.

Not only would such a free port enable customers in the New World to get quick delivery from the Old World factories, but it would materially aid in the development of Havana and the whole of Cuba because of the necessity of the location of sales offices in Havana to look after the distribution of the merchandise of the various manufacturers represented in the undertaking and using the facilities of the warehouses. It is believed, by experienced shipping men, that it would turn Havana into a world port of dimensions undreamed of today.

In addition to the warehousing facilities, it is Col. Haile's intention to erect manufacturing facilities so that many articles of commerce might be produced, within the free port, from the various raw materials available in Cuba and imported from other parts of the world. This presents another side to the picture—a vast manufacturing area, not only producing wealth, economically speaking, but helping to further the success of the free port.

Cold storage and bulk liquid storage as well as merchandise storage facilities would be represented in this free center.

When the proposition was under discussion before, the Government of China and also the Government of Japan expressed official willingness to cooperate and become stockholders in such an undertaking. Whether the Manchuria incident has changed that previous state of mind is a question that cannot be answered at this time but it would seem that such a free port would have much to offer to both China and Japan, which already have large commercial interests in the New World and which are both trying to gain a further foothold. In addition, it is felt that Germany would

welcome such a central distribution port; and that England, which is already casting eager eyes on Latin-America as a ground to sell British wares, might find much of interest in a free port at Havana.

About five years ago a similar project was put under way in Panama, but it was found to be impracticable because of the distance of Panama from the United States, which is the biggest market in the New World for Old World merchandise. Havana eliminates this objection because of the nearness of this port to the bulk of the population of the United States and the splendid transportation facilities already available between Havana and the various ports of the United States and chiefly New York and New Orleans.

So far, the whole idea is in the discussion and planning stages. The revolution is too fresh in mind to make the steps toward realization certain at this time. However, distribution and warehousing interests as well as many commercial quarters are interested and are giving the idea careful consideration. If the economic cycle can be patched up again and the flow of merchandise once more established within Cuba and between Cuba and the outside world, and chiefly between Cuba and the United States, it is a certainty that in a comparatively short time something tangible will be done toward realizing the "Free Port of Havana."

There is an unconfirmed rumor in Havana that large warehouse interests in the States are rather interested in the idea.

Compton Headed Dayton NRA Parade Committee

When Dayton's NRA public demonstration was held through the Ohio city's streets on Oct. 21, the chairman of the parade committee was Arthur B. Compton, secretary of the Lincoln Storage Co. and secretary of the Ohio Warehousemen's Association. Nearly 50,000 marchers participated and another hundred thousand looked on.

Storage Executive in Cuba Is Sponsoring Zone Idea

Tolling the Statute of Limitations

How the Warehouseman May Deal With Debtors

By FRED E. KUNKEL

THE Standard Warehousing Company had some accounts on its books which it thought were good, and mild efforts were made from time to time to collect on them without avail. Time dragged along. The accounts were not paid. The debtors claimed they didn't have the money just then. The warehouse company said to itself: "Oh, well, they are good for it; we will let it ride a while longer." But before they knew it the statute of limitations had run against one of their accounts and a wily debtor told them that they could not collect by law. This was a new turn of affairs and threw the management into a fit of rage, but it did them no good to get "all het up about it" and only gave them a headache.

Yes, every account that is two years old is likely to run amuck of the statute of limitations, for which the period

varies in various States. Naturally every one should be familiar with the law of his own State, and with the various ways in which he can keep desperate accounts alive and from becoming outlawed by the tolling of the statute of limitations.

The trouble is that most warehousemen may let their accounts run too long, forgetting there is such a thing as a statute of limitations—until it is too late.

Collecting accounts is also frequently an indoor sport which doesn't always produce results, yet letters may be written or statements may be mailed and framed in such a way that the debtor can be made to acknowledge his indebtedness, or to make a "promise to pay" which is sufficient to start the statute of limitations running all over again, or which at least postpones the outlaw date.

THERE are a number of ways in which the statute of limitations can be stopped from barring the collections of your account, viz:—

1. Part payment.
2. Giving a note.
3. Written promises by mail, or a promise which is signed in person by the debtor.
4. Oral statements with witnesses present.
5. Payment other than in money, such as in merchandise or in service.

Even a small partial payment is enough. If no payment is made on account, however, every effort should be made to secure, *in writing*, a promise to pay. It is to be remembered that the payment of only one dollar is sufficient to stop the statute from running or that a letter signed by the debtor promising to make payment is sufficient. If the payment of one dollar cannot be secured, the debtor may be willing to sign a note. Even though he may not intend to pay the note, that does not stop the statute from running, so long as he signs an actual promissory note.

It is sometimes also enough if a conditional promise has been made to pay a debt provided it is accompanied by a sufficient showing that the condition upon which the promise is made to depend has been performed, such as when the debtor expects an inheritance or expects to get some money in from someone who owes him.

Part payment is regarded in most jurisdictions as the best of all acknowledgments. A part payment must, of course, be voluntary. The principal is that by a part payment the party paying intended by it to acknowledge and admit

the greater debt to be due and upon which the inference may be drawn of a promise to pay the balance. This part payment alone revives the debt no matter how old it may be and marks the time from which the statute of limitations begins to run anew. It makes no difference whether such a payment is made before or after the debt is barred. The effect is to continue the old obligation.

It is not always necessary that the payment be in money—anything of value may be given by the debtor and accepted in payment, and will be sufficient provided it is accepted as part payment only and not in full payment.

Offers of compromise should not be relied on to take the case out of the statute of limitation, because they do not "toll" the statute; nor should an offer of settlement be considered as enough, because this may be made merely with a view to avoiding trouble or litigation. It will not renew a debt which is barred by law. The debtor should be made to sign a promise to pay. A payment of part of the debt in full satisfaction of the whole, or a payment made by the debtor under the impression that he is paying in full, does not revive the statute.

Where a debtor upon being shown his statement of account says he is willing to settle it and pay at some date in the near future, it is enough to stop the statute from running; but where a debtor simply promises to settle up and his words indicate that he looks merely to the future adjustment of accounts between the parties, it is not enough.

Where, however, the debtor promises to settle up by such and such a date, it is equivalent to agreeing to pay the account. A promise should, therefore, be

exacted to settle an account on or before a certain date.

Sometimes a written promise "to fix it up all right" may be sufficiently strong and definite enough to stop the statute from running. However, it is always well to play safe, and so to word a letter demanding payment, or so to rubber stamp a statement of account, that the debtor is bound to reply and admit his indebtedness as justly due and owing.

The giving of a note for a debt or for a part thereof, or even for the interest, is sufficient to stop the statute from running, as is a renewal note. Even an agreement to pay interest on a debt may be construed as an acknowledgment of the debt from which a promise to pay may be implied.

A mere declaration of inability to pay is not, however, sufficient in itself to remove the bar unless it is coupled with expressions which denote a willingness or intention to pay. A promise to pay "as soon as I can," or "as soon as possible," or "if I can," or "when I am able," or "when my condition is better," or "when it is more convenient" are all in general not enough to take the case out of the statute of limitations as being too indefinite.

If the debtor can be made to say "I will use this money which I owe you for another year," it is enough to start the statute running again. So that if you write a debtor a letter and say "Do you wish to keep the money yet, or will you pay me now?", and the debtor replies that he wishes to keep the money so he can make good use of it, that is also enough.

A promise over the telephone to pay is not enough. It is something that cannot

be proven in a court of law in the absence of corroborating witnesses; and, therefore, if you wish to hold the debtor liable, you should have two telephones in the office so that some one can listen in with you on the conversation and testify as to what the debtor said.

Care should be exercised not to accept a promise to pay made by an attorney who represents the debtor, because an attorney cannot bind his client unless there is evidence of a general authority or a special authority to make such a promise; because of the well-known principle of law that an agent cannot bind his principal.

Where there are several joint debtors, the statute is not revived, nor is the running of the statute suspended, by the promise of one of the several joint debtors, for such promise cannot be used against the others.

If you are dealing with a debtor who is familiar with the statute of limitations you should be careful about a verbal promise made by him not to plead the statute in case a debt becomes outlawed, because this is not sufficient either

as a new promise, or as an acknowledgment of indebtedness. You should get the debtor to put it in writing; otherwise it has no value.

If a person leaves the jurisdiction and goes out of the State, his absence or non-residence stops the statute from running, as does the fact that the debtor is concealed within the State and cannot be found.

If the statute has run, or is liable to run, and suit has not been filed, every effort should be made to get a dollar payment, or a promissory note, or a letter from the debtor promising to pay the account, because every promise to pay a debt which is barred by the statute of limitations must be in writing and signed by the debtor. If you get the debtor, therefore, to write a letter promising payment, that is enough.

Where a debtor is willing to sign the following words, typewritten below an account, which is presented to him for payment—namely, "The above statement is correct, and I owe the balance as shown due above"—that is enough of a promise in writing to take the case out of the

statute of limitations, because in subscribing to the acknowledgment of the correctness of the account, and by stating the amount due, the debtor's acknowledgment constitutes a new promise sufficient to remove the bar of the statute.

So, also, a letter written to the debtor asking him for payment on account, stating the amount and asking him to return the letter with a check-mark opposite anyone of the following, is sufficient, if he signs it—namely:

I enclose one dollar on account and I expect to pay the balance, or at least a part thereof on or before _____ 1933.

I acknowledge the above debt as justly due, but regret that I am unable to pay it at this time. I hope, however, to make payment on or before _____ 1933.

The above statement is correct, and I owe the amount shown, but am unable to pay at this time. I will try to make some payment on or before _____ 1933.

(Signed)

All Forms of Transportation Must Serve Public and Not Private Interests, Eastman Tells Harrisburg Group

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

THE duty of the Federal Coordinator of Transportation is to plan, if he can, a transportation system which will give the railway, the highway, the waterway and the airway the place in the sun which economically belongs to them, at the same time playing no favorites and always being guided solely by the public interest regardless of the effect of the plan on private interests.

This conception of his latest job was laid before the Interstate Bus and Truck Conference at Harrisburg, Pa., on Oct. 20 by Joseph B. Eastman.

Mr. Eastman said he was unable to give any definite conclusions at that time as to just how this plan should be worked out. It was being given intensive study by himself and his staff, he said, and no "curbstone" opinions would be hazarded. The Coordinator said he would have some recommendations ready for Congress when it convenes in January. If the facts are not ready for a conclusion on a particular matter, he said, "I shall not hesitate to defer judgment until a matured judgment can be reached."

"One thing is certain," he said, "and that is that the transportation situation is in a state of flux. I am confident that many important developments will emerge, in the service which is performed, in the rates which are charged, and in the character of Government regulation, and that they will be developments for the good of the country."

Mr. Eastman described himself as a "doctor of transportation." One of the best attributes of a doctor, he said, is a

"good bedside manner which will induce confidence in his patients and promote good cheer." He said he was endeavoring to cultivate such a manner, "with some difficulty, under all the circumstances," though he expressed some misgivings as to whether it would remain after Congress was called into consultation.

One of the large possibilities in use of the motor vehicle, Mr. Eastman said, undoubtedly is as an auxiliary of rail service. He visioned trucks replacing shifting engines in terminal operations and the removal of freight terminals from congested districts to outlying districts, with trucks taking up the burden of distribution and with high priced land released for other activities.

Speaking of principles, Mr. Eastman said it should be clear that no regulation or restrictions should be imposed on any form of transportation merely for the purpose of benefiting some other form of transportation.

"The test must be the public interest," he said. "On the other hand, whatever the public interest may require ought to be done no matter how it may affect private interests. These are principles which no one is likely to gainsay. The danger is that they will be given only lip service."

He pointed out that in the case of motor vehicles the private interests of at least four groups were involved—operators, manufacturers, road builders, and the railroads.

"These groups are all very vigorous and vocal," he said. "They direct their conversation to the public interest, but it is easy to confuse a private interest

with the public interest when it is your own private interest which is at stake. It is a situation where much of the discussion must be taken with at least a grain of salt."

Mr. Eastman said there were four different types of public regulation of motor vehicles, namely, protection of the safety, convenience and purse of the public in the use of the highways; regulation of wages and working conditions; taxation, license fees, and the like; and regulation similar to that exercised by the Federal Government over the railroads.

He said the question of regulation is "plainly one to be approached with a very considerable degree of caution." He said he entertained little doubt that whatever transportation regulation the Federal Government undertakes should be administered by a single body and not by several, or at least that any division of authority should not follow carrier groups.

The ideal to be achieved, Mr. Eastman said, is a transportation system which will utilize each agency in the field for which it is best fitted and discourage its use where it is uneconomical or inefficient. He said it was quite possible that a "considerable reconstruction" of the present railroad rate structure would be needed, to the extent, at least, that existing rates are based on commodity values and other elements besides cost.

At the same conference, Ted V. Rodgers, president of American Trucking Associations, Inc., made a plea for uniformity of State laws governing weight, length and height restrictions. He attacked the proposal of the Ameri-

(Concluded on page 39)

MOTOR FREIGHT and

Reg. U. S. Patent Office

Department Conducted

Truck Adjustment Essential with Approach of Winter

Seasonal Suggestions
for Fleet Owners

NOW that winter weather is fast approaching with its tricky high and low temperatures, truck operators are faced with the problem of not only getting their vehicles in shape for the more severe operating conditions which will prevail but also of solving the ever-present question of worrying over anti-freeze effectiveness and its cost. The new season ushers in a period of dangerous road conditions that merit serious consideration if lives and vehicles are to be saved from accidents.

As to the mechanical condition of the vehicle, that is something that most operators are prone to watch; and yet in many instances such attention unfortunately comes only after trouble has occurred and not before, as it should.

For example, unequalized brakes which may, under most conditions found in summer driving, prove no real source of accident trouble, become a real hazard on the slippery roads of late fall, and winter. Worn tire treads are also sometimes responsible for skidding accidents. Combine these two faulty conditions and you have a bad risk on the road. It is much better to have these attended to than to face the possible consequences of a highway smash-up. Brake adjustment and new tire treads are cheap in cost and can be accomplished quickly—so why not make up

your mind that these should be attended to at once?

The same attention goes for wheel alignment and other adjustments about the chassis and engine that make for more satisfactory operation and maintenance in winter.

If we are to believe the weather prophets, this winter is going to be an unusually severe one. At least it is going to be real cold at times of low temperature. Frigid weather in itself does not present as much a problem to combat as do the fluctuations, low and high temperatures, which develop even in the coldest parts of the country. Were the weather to stay freezing cold all season, then there would be little worry over loss of anti-freeze through evaporation or boiling out.

But where records show, for example, that last January the temperature in Buffalo varied from 9 above to 60 above zero; in Richmond, Va., from 21 to 72; in Wilmington, N. C., from 1 degree below to 74 above; and in Savannah from 2 above freezing to 77—then you have a fairly good cross-section of the temperature variables which truck-cooling systems, powerplants and anti-freezes have to work in. Such conditions are far from ideal and yet they should give little trouble under proper inspection and adjustments.

IN the first place, no one can expect a cooling system to function properly when it is clogged with rust, etc.; or when pump or fan belt or thermostat is not working correctly. The use of an expensive anti-freeze dictates that all connections be tight. Otherwise the loss through leakage will be expensive. Even when less expensive alcohol is used, leakage or poorly functioning fan or pump cannot be allowed, because overheating will result; and an overheated engine usually means trouble.

The use of alcohol, so generally accepted in this field as a matter of economy, is always accompanied with a feeling of insecurity because of the threat of evaporation. As a consequence, some operators have discontinued its use, preferring to keep the engine idling when unloading or loading. This practice may serve its purpose providing the engine does not stall and as a result remain dead too long a time. But the greatest danger from this practice, and also a source of doubtful economy because of

the fuel consumed, is the wear on the cylinder walls and bearings that may occur through the thinning out of the lubricant which comes from engine idling. It is claimed that the percentage of unburned gases is greatest during the idling period. This raw fuel seeps down the side walls and into the crankcase to thin out the lubricant.

Recently a prominent company in the automotive field brought out an anti-freeze concentrate of low cost to banish the fear of evaporation, clogging, rust or corrosion. It is used with alcohol only when temperatures get far below the freezing point, usually only a couple of quarts of alcohol being needed to serve for the additional protection.

Other companies, it is understood, are also bringing out anti-freeze concentrates, a quart or two of which is supposed to serve satisfactorily.

The whole threat of rust collection in the cooling system is one which could be adequately dispensed with during the summer were truck operators prone to

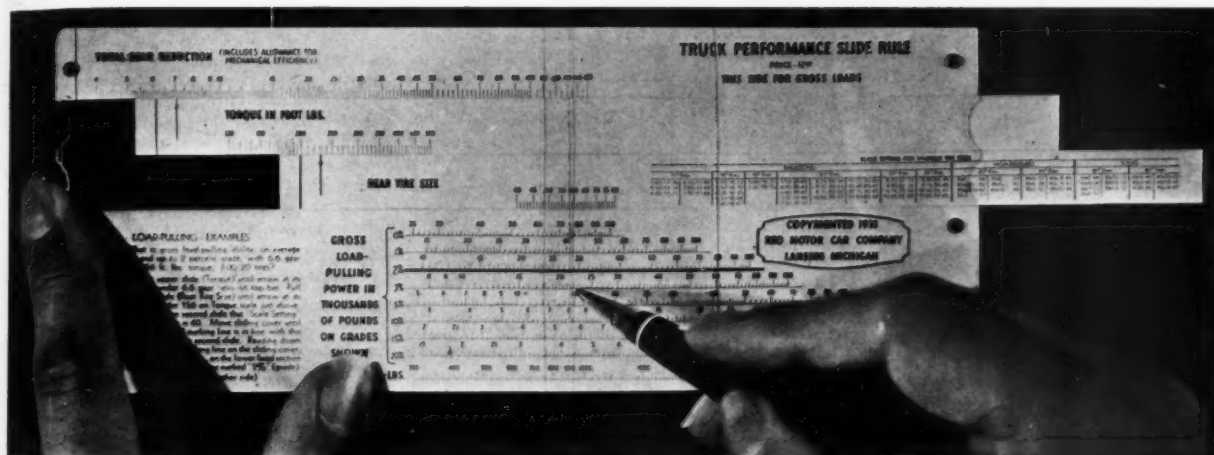
employ cooling system servicing and flushing together with a can or two of rust preventative in the water. These preventatives actually do the work for a reasonable length of time of protecting the walls of the waterjackets, pump fins, etc., from rust and corrosion. On the other hand, they will not do the work unless the cooling system is freed from dirt, etc.

Anyone who has seen what actually comes out of the radiator during the flushing operation will wonder how some of the foreign substances found in the water ever got there. For one thing, it is known that through electrolytic action and oxidation, metals corrode and rust forms, respectively. Electrolytic corrosion is caused by water coming in contact at the same time with iron, brass, solder, etc., all of which are found in most cooling system construction. This corrosion causes pitting of the metal surfaces and gradual dissolving, slow or fast depending on the salt impurities in the water and on the amount of air.

TRANSPORTATION

by F. Eugene Spooner

Slide-Rule to Figure Truck Specification Is Developed by Reo



SELECTING the correct truck and equipment for a definite hauling job has long been looked upon as a problem for a transportation engineer. Proper gear ratios, tire sizes, wheelbases and other features must be specified to insure maximum economy, performance and satisfaction.

In order to take guess-work entirely out of the picture in vehicle selection, the engineers of the Reo Motor Car Co. have devised an easily operated and understood slide-rule which can be used by the truck buyer or salesman when figuring his truck specification needs.

This slide-rule, illustrated herewith,

is of pocket size. One side is printed in black and is used for load-pulling and grade-climbing determinations. The other, in red, is for speed calculations.

This slide-rule is also a handy aid for checking the fitness of equipment already in use, frequently pointing out causes of poor operating economy, etc.

Air and water cause rust, affecting the engine block, nipples, and to a lesser degree the other metals which are used in the cooling system. This rust is the result of oxidation corrosion.

The foregoing is brief in its treatment of what can happen in the cooling system to make operation and maintenance in winter more difficult, but it is hoped it will serve as an inspiration for careful cooling system and truck chassis inspection before the winter season sets in.

And lastly, it must be remembered also that from now on there will be a rapid rise in highway accidents. Drivers should be told to bear this thought in mind and to use extraordinary care to avoid becoming involved in mishaps. This increase in accidents occurs every year despite the fact that fewer vehicles are on the streets and highways. Neither motorists nor pedestrians make sufficient allowance for the peculiar conditions of the early winter season.

Chief of these is the skidding hazard, brought about by wet fallen leaves or by ice and snow on the streets. Motorists become accustomed to these hazards as the season wears on, but there is always

a wave of skidding accidents with the first real spread of ice.

At this time of the year, too, twilight is short and darkness comes early. Workers hurrying home to dinner make for dangerous traffic conditions. Dusk, too, is a dangerous time for children straggling home from school.

Then there is a natural tendency to keep vehicle windows closed, making following vehicles depend solely on stop-lights for signalling indications.

All of these possibilities the truck driver must keep in mind to prevent accidents, which always cause trouble, and bring suffering to someone, no matter who may be at fault.

Trucking Interests Protest "Penalizing" Provisions in Steel and Cement NRA Codes

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building.

PROTEST against the provision of the iron and steel code which provides higher delivered prices for steel prod-

ucts if trucks are used directly or indirectly in transportation of the product sold has been filed with the National Recovery Administration by the American Trucking Associations, Inc.

The cement code contains a similar provision, whereby purchasers of cement moved by truck would be penalized by higher prices than if the product moved by rail. A protest also has been filed against this provision.

The trucking association declares the provisions constitute "deliberate and unwarranted" attempts by one industry to regulate another through the medium of codes. The delivered price provisions, the truckers contend, set the rates at which truckers should bid for the hauling of iron, steel and cement. These rates are considered "prejudicial and confiscatory" by the truckers.

"Thousands of truckers would lose this business as a result," the truckmen assert, "and many thousands of employees of trucking concerns would be thrown out of work."

"The principles of the delivered price provisions have been thoroughly investigated by the Federal Trade Commission.

There is considerable variance between rail and motor costs of distribution. There are many reasons for these variations. In many instances the rail rate and the truck rate are about the same, and the reason that the receiver of freight would use the truck is because of additional handling charges saved, or reduction in the time necessary to complete delivery. Where the differences between delivery costs of the two transport media are not low, delivered prices that do not reflect the actual costs of delivery indicate an absence of price competition.

"Where the receiver of a rail shipment pays the rail freight, he is permitted to deduct this from the delivered price. Where the same receiver trucks the steel product, the Steel Institute, under the steel code, would and does grant only 65 per cent of the rail rate. In other words, the price of steel is higher to any consignee who elects to use motor truck transport. The public is left to pay higher steel prices. The consumer reaps no benefit from competition in the field of transport. The trucker is penalized for the benefit of the steel industry. Thousands of men are deprived of work because of trucks necessarily out of business. The only benefit comes to the steel group—larger profits through control of transportation and distribution."

—Stephens Rippey.

Missouri Commission to Stabilize Freight Rates

THE Missouri Public Service Commission has ordered a stabilization of truck rates and standardization of classifications of freight. The move is to curb operations of "wildcat" truck operators who have been hauling freight below standard rates, as well as to give railroads a chance to compete with trucks. The Commission's order will become effective next Jan. 1 on less than truckload shipments for an indefinite period.

The schedule, applicable only to intra-state shipments on less than truckloads quantities, is 77½ per cent of the level now prescribed for the railroads for less than carload shipments. The order also authorizes the railroads to reduce their rates to meet any of the new rates set out for the truck lines.

New Heater for Driver-Cab

A NEW Kraeuter heater is announced, designed specifically to meet the heating problems of the driver-cab, particularly in extremely cold sections of the country. An outstanding service feature is that the electric motor and switch is removable from the front in a few minutes. There is no need to remove the heater from the dash.

There are only one motor and one fan, yet there is no sacrifice of air volume. Current consumption is only one-half that normally experienced, it is claimed by the maker. Little room is necessary for installation on the dash.

2-Ton and 4½-Ton Models Announced by Federal

THE Federal Motor Truck Company, Detroit, has started production on four new truck models incorporating a patented basic 6-wheel design. Model 16 with single drive and Model 17 with tandem drive are each of 3-ton capacity. Models 36 and 37 are rated each at 4½ tons and have single and tandem drive respectively. Prices of standard wheel-base chassis are: 3-ton single drive, \$1,320; 3-ton tandem, \$1,570; 4½-ton single, \$2,795; and 4½-ton tandem, \$3,175.

Features include a large slanting V-type chrome plated radiator with artistic grill; long streamline hood and cowl with door type ventilators; wide sweeping fenders; wide chrome plated channel type front bumper; and full chrome plated headlights with twin disc chrome plated horns mounted underneath.

The 3-tonners are powered with a 6-cylinder 7-bearing truck engine. Clutch is of the single dry plate type equipped with vibration dampener. A 4-speed transmission is mounted in unit with the engine. Hydraulic brakes operate on all six wheels. Standard tires are 6.00/20 truck type balloon front and 32 x 6 8-ply single high pressure on four rear wheels mounted on cast steel spoke wheels. Dual rear tires are supplied optional at extra cost. Three wheelbase lengths are available—172, 185 and 198 inches.

The 4½-tonners are equipped with a unit power plant comprising a 6-cylinder 7-bearing engine, a single dry plate clutch and 5-speed transmission with silent fourth. Braking system is hydraulic operating on all six wheels and amplified by a vacuum booster. Ventilated disc type wheels carry 7.50 x 20 8-ply balloon tires, single front and dual rears. Wheelbase lengths supplies are 129, 205 and 218 inches.

Oregon Supreme Court Sustains Validity of State's 1933 Truck Law

THE Oregon truck and bus law has been declared constitutional by the State Supreme Court, which has dismissed the case. The ruling reverses Judge Lewelling, of the Marion County Circuit Court, who had declared certain sections invalid.

The plaintiff in the action was A. C. Anderson, president of the Farmers and Truck Owners' Protective Association. The latter has announced it will seek a new hearing before the State Supreme Court.

Justice Bailey of the higher tribunal wrote the decision saying:

"In passing on validity of the Act in the case at bar we have no right to consider desirability, expediency, policy or wisdom of its enactment. In determining the validity of an Act which has been attacked the Courts must and should resolve all doubt in favor of its constitutionality and if the statute is reasonably susceptible of two constructions, one of which will render it consti-

tutional and the other unconstitutional, the former will prevail. Unless nullity and invalidity of the Act are placed beyond reasonable doubt, in the judgment of the Court the Act will not be declared void.

"The Act here in question involves many administrative features which cannot be worked out and prescribed in detail by the Legislature, and must necessarily be left to someone else to formulate and administer. This is not a delegation of legislative authority. In event that the commissioner exceeds his authority, the plaintiff, if affected thereby, has his relief in the Courts.

"On the facts before us, we are constrained to hold that the motor transportation Act is constitutional in all respects concerning plaintiff's rights here involved. The decree of the Circuit Court, insofar as it declares parts of the Act unconstitutional, is reversed and in all other respects is affirmed and the suit is dismissed, neither party to recover costs in this Court."

Wisconsin's Mile-Haulage Tax Law Effective Nov. 1

ENFORCEMENT, beginning Nov. 1, of Wisconsin's new mile-haulage tax affecting about 115,000 trucks and busses, compared to 7500 under the ton-mile tax it replaces, is expected to bring about \$1,250,000 annually into the State's treasury.

Approximately 16,000 applications to operate under the new law have been received by a new department set up in the Public Service Commission. Inspectors are conducting an educational campaign throughout the State.

Under the old ton-mile law, nearly 37½ per cent of vehicle owners were able to avoid the tax, but stricter enforcement provisions and simplified prosecution procedure in the new law are expected to make it successful.

Trucks from other States will be obliged to comply with the Act if they make more than one round trip a year.

California Supreme Court Rulings Affect Trucking

RECENT California Supreme Court decisions clarifying the law governing the transportation of commodities by trucks include one which takes the operator out of the California jurisdiction and gives him interstate standing.

This decision declares that a California truck operator occupied solely in the moving of goods from harbor docks to neighboring points, if the articles are being shipped in foreign or interstate commerce, is engaged in interstate commerce and that the Railroad Commission can not compel him to obtain a certificate of convenience and necessity. The Court holds that his handling of the merchandise is an actual link in the interstate commerce. The ruling further directs that while such an operator must observe the Commission's police regulations, its police power does not include the right to withhold a certificate of convenience and necessity.

The Supreme Court affirmed the right of the Commission to prosecute criminally under the law regulating motor carriers in a decision which denied a writ of habeas corpus to a carrier charged with operating without obtaining a certificate of convenience and necessity. The judgment held that the Commission "has jurisdiction to issue cease and desist orders, institute contempt proceedings and collect fines."

That the decisions and orders of the Commission are final in all collateral actions and proceedings is asserted in a ruling sustaining the Superior Court's jurisdiction in litigation in which a carrier was enjoined from transporting commodities for compensation over the public highways without a certificate of convenience and necessity.

Highway Freight Attacks Express Company Methods of Meeting Competition

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

EFFORTS of the two express companies to regain some of the traffic they have lost to trucks are under fire from the American Highway Freight Association in two formal cases now before the Interstate Commerce Commission. The cases are Dockets 25853, directed against the Southeastern Express Company and the southern railroads over which it operates; and 25812, against the Railway Express Agency, Inc.

Both involve allegations of violation of the Elkins Act as well as of the Interstate Commerce Act.

The complaint in Docket 25853 is against reduction by the Southeastern Express Company of many of its rates between certain named points in the South to or below the level of the prevailing L.C.L. freight rates.

The second complaint alleges that the failure of the Railway Express Agency to file tariffs covering the transportation of express traffic by truck from Chicago and South Bend, Ind., to Milwaukee and intermediate points is unjustly discriminatory and violative of both acts.

Both cases were heard in Washington on Sept. 20 and 21 before Examiner R. G. Taylor of the Commission.

In the complaint in Docket 25853, Charles E. Cotterill, counsel for American Highway Freight Association, alludes to the new service as a freight service performed by passenger trains, with the Southeastern Express Company acting as the pick-up and delivery agency. The rates involved are actually published by the express company as express rates, but the American Highway Freight Association contends they actually are evasions of contemporaneous freight rates.

"The railways have not published any changes in their own freight tariff rates," said Mr. Cotterill in his complaint, "which would be descriptive of such greater, more valuable and more expensive service by the railways, but instead have combined with and arranged

Semi-Trailer with Special Body Built for Hammes Company



THE trailer herewith illustrated was designed and built for the Geo. H. Hammes Transfer & Storage Co., Janesville, Wis., by the Highway Trailer Company, Edgerton, Wis.

The unit comprises truck body, semi-trailer chassis and trailer body, all built by the Highway organization. The symmetrical stream lines of cab and trailer reduce resistance at high speed to a mini-

mum. Painted a brilliant red and lettered in gold, a "de luxe" combination is the result.

The cab was constructed to conform to the lines of the steel-panel round-front van body with V-pointed roof. The van body is mounted on a Highway 110-B semi-trailer chassis. The equipment conforms with the Illinois and Wisconsin road laws.

with the Southeastern Express Company for it to publish separate tariffs of its own, applicable to such freight traffic (although it is not express traffic in the usual course of business) and instead of the railways receiving as compensation from the shippers the regularly filed and published freight tariffs such railways share the earnings with the express company.

"Thereby the railroads are supplying greater service and accommodations to the shippers than contemplated and provided by the railroad freight tariffs, the charges paid by the shippers are to some extent less than would be the charges published in the railroad tariffs, and the compensation of the railroads is very considerably less for the greater service than would be their compensation under their own regularly filed and published freight tariffs."

This arrangement, it is alleged, violated the Elkins Act, as well as sections 2 and 6 of the Interstate Commerce Act.

There is no question but that the issues involved bring to the fore the question of truck versus rail carriage. In its answer to the complaint the Southeastern Express Company admitted that in the past express rates had been considerably higher than L. C. L. freight rates, but added that that is not true of the present.

"The operation of trucks over the highways of the country has grown to such an extent, and the truck competition, insofar as its interstate aspects are concerned, being entirely unregulated, has brought about a situation where traffic for distances within 300 miles has been practically taken both from the express company and from the railroads," said the Southeastern in its answer.

"While the truck carriers have formally published no tariffs of rates for interstate movements, the rate generally applied by them is the freight rate less the emergency charge which this Commission has put into effect and is now continuing

in effect, although in many instances they offer to carry the business even at lower rates.

"Thus we have a situation where truck competition has rendered it necessary that this defendant in certain portions of its territory either meet truck competition by lowering its rates or give up the express business in the territories covered by the tariffs.

"It is respectfully submitted that the breaking down of the express rate structure has resulted entirely on account of the unregulated highway competition, which has taken so large a share of the business. The traffic diverted and the imminent danger that unless this defendant lowered its rates in order to meet this competition the entire business within distances of 300 miles would be taken from it by the trucks are the causes of the rate reductions complained of."

After the hearing in this case, Mr. Cotterill explained that his clients were not attempting to challenge the economic propriety of the reduced rates, nor were they attempting to deny that the shipping public always benefits from a lower charge and increased service.

"At the same time," he continued, "the motor truck industry having come so largely into the picture and having now an employee roster of at least 100,000, with an investment of somewhat over \$3,000,000,000 in the equipment for hire alone, and an aggregate gross income of somewhere between \$500,000,000 and \$600,000,000, it is much too big to continue longer in the category of an un-stabilized industry."

The American Highway Freight Association, Mr. Cotterill stated, was organized to effectuate as much stability in the trucking industry as possible.

"Consequently," he said, "this proceeding is a lawsuit. It is to be presumed that from now and henceforth into the future there will be a constant recurrence of proceedings before this Commission

and, doubtless, the Courts, which will test the application of the law as it is now and as it may in the future be, in the hope that by legal processes there can be effectuated something like competitive stability between these various transportation agencies.

"At this particular time it is seriously urged by my clients that when a railroad subject to the Act as a common carrier, publishes and files tariffs that are descriptive of the services which it is obligated to perform, it has the privilege, if it wishes, either itself or through a contract agency, to make available an additional service and has always traditionally done so in the form of what we know as express companies.

"As long as there is no abuse, there is nothing unlawful in a higher character of service being made available by the railroads, either under its own proper tariffs or through a contract agency. Whether that agency be subject to regulation or not is beside the point, but when the railroad, without a change in its own tariffs, makes a contract with what the Commission lately spoke of in the Atchison case as an outside agency, according to which the railroad at one and the same time provides two services over its line at the same or slightly different rate, there is where we say there has been, unwittingly, committed a mistake of law.

"I say that this case presents, squarely and sharply, the question of whether or not railroads may consistently, with their obligations as common carriers and under the statute, leave their own tariffs in force as applicable to a freight service and then, by contract, permit another agency to use its transportation facilities, providing a much greater degree of service at the same or less rate than the railroad itself provides."

The complaint in Docket 25812 alleges that transportation of express shipments by motor truck instead of by truck and rail, at rates lower than the usual express rates, amounts to the giving of concessions and rebates from the published tariffs. The transportation is performed by a wholly-owned subsidiary of the Railway Express Agency, known as Railway Express Motor Transport, Inc.

According to the American Highway Freight Association complaint, this corporation is purely a dummy, all its nominal securities being owned by the Railway Express Agency and its officers being officers of the latter.

Generally, the evidence in this case was similar to that presented in the other case, the same broad principles being involved in both.

C. S. Reynolds, Tacoma, Wash., operator of Pacific Highway Transport, and at that time first vice-president of American Highway Freight Association, was the principal witness in both cases.

—Stephen Rippey.

Keyser Aids Drive

Malcomb A. Keyser, president of the M. A. Keyser Fireproof Storage Co., Salt Lake City, has been selected as vice-chairman of the 1933 Salt Lake Community Chest Drive.

NRA Mediation Leads to Wage and Hour Schedules for Connecticut Drivers

THREAT of a second general strike of truck drivers in Connecticut was averted on Oct. 23, when an arbitration board of three, comprising representatives of the hauling companies, the union, and the Connecticut NRA Board, signed an agreement on wages and working conditions covering the next year.

John W. Connelly, president of the Connecticut Warehousemen's Association and vice-president of the Hartford Despatch & Warehouse Co., Hartford, represented the Eastern Motor Freight Conference of haulers on the arbitration board.

The agreement provides that no employee may have his wages cut; that 48 hours shall comprise a work week, with time and one-third for overtime above 192 hours in any four-week period and the same overtime pay for hours worked between 8 a. m. and 8 p. m. on Sundays and legal holidays; and that in case of discharge any employee may have the right of appeal to arbitration.

The following scale of minimum wages is set up, retroactive to Sept. 25 and effective through Sept. 24, 1934; local drivers, 55 cents an hour; over-the-road drivers, 72 cents an hour plus loading at the expense of the company; helpers, 47½ cents an hour; laborers, 45 cents an hour.

Frank Crowther, A. F. of L. Union executive, represented the drivers on the arbitration group; and Dr. James K. McConaughy, president of Wesleyan University, represented the Connecticut Recovery Board.

On the same day truck drivers in Springfield, Mass., agreed to suspend their one-day strike and return to work pending arbitration. Motor freight operations in the Springfield area were paralyzed for more than 24 hours by a strike similar to that which occurred in Connecticut late in September.

The newly-organized Motor Truck Association of Western Massachusetts played a prominent part in the negotiations leading to the Springfield truce. Walter C. Sullivan, executive of J. J. Sullivan The Mover, Inc., Springfield furniture storage and transfer firm, was a member of the employers' committee in the discussions. The association has many furniture and merchandise warehouses on its roster.

British Railroads, Linked with Trucks, Pictured as Transportation Agencies in Widest Sense

GREAT BRITAIN'S rail carriers have ceased to be railway systems solely and now regard themselves as transportation agencies in the widest sense, according to C. E. R. Sherrington, secretary of the British Railway Research Service, London, speaking before the Traffic Club in New York on Oct. 18. Regarding freight traffic, he said:

"The guiding principle of the railways has been to carry anything, anywhere, at

any time, and as fast as the vehicles have been acquired the services have been organized. During the past few months orders for a further 500 vehicles, many of specialized types to handle livestock and furniture, were announced, and thousands of farms are now connected with railway stations by regularly operated road routes. The use of containers is also steadily extending and when the present program is completed the London, Midland and Scottish Railway alone will have about 5,000 of many different types."

While there were many protests against the taxation recommendation of the Salter Conference, Mr. Sherrington said, some of these bearing particularly on the heavier trucks not hitherto provided for in the sliding scale of fees were embodied in the "road and traffic bill"—a measure which has passed three readings in the House of Commons and has been read for the first time in the House of Lords.

Right to Appeal

Analyzing the bill, Mr. Sherrington indicated that the railroads would not be freed of all Government control, but that the proposed legislation would permit them to make such changes as were agreed to with a shipper, although other shippers, if they felt that an agreement discriminated against them, would have the right to appeal to the Railway Rates Tribunal.

"Self-help, meanwhile, has assisted us greatly," he added. "Technical progress has reduced our expenditures, and railroad depots, containers, store-door delivery, farm deliveries and throughout transport by road has permitted us to offer a complete transport service of every kind to the shippers."

Rails Apparently Getting Increased Business from Warehousemen in Houston

AN indication that the railroads serving Houston are receiving a higher percentage of out-bound tonnage from local warehouses than formerly is shown by figures prepared by Clint Holladay, of the Houston Central Warehouse Co., for B. Frank Johnson, secretary-manager of the Texas-Southwest Warehouse & Transfermen's Association. For the first nine months of 1933 the percentages as supplied by Mr. Holladay were as follows:

	Percentage to Class A Motor Freight Lines	Percentage to Buyers' Own Trucks	Percentage to Rail- road Lines
January ...	.089	63.48	36.43
February ...	.071	74.6	25.33
March .....	.069	74.8	25.13
April .....	.081	72.2	27.72
May .....	.084	72.1	27.82
June .....	.086	65.3	34.61
July	10.5	58.3	31.2
August	13.8	47.3	39.
September ..	.094	49.6	50.31

WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is of *general interest* to the industry as a whole. No effort is made to publish complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

James F. Duffy Again Elected President of Colorado Association

JAMES F. DUFFY, of the Duffy Storage & Moving Co., Denver, was elected for a third successive term as president of the Colorado Transfer & Warehousemen's Association at the latter's twelfth annual convention, at the Oxford Hotel in Denver on Oct. 14. W. H. Buehler, president of the Buehler Transfer Co., Denver, was reelected treasurer. New officers chosen are, as vice-president, St. George Tucker, president of the Wandell & Lowe Transfer & Storage Co. and of the Pikes Peak Warehousing Co., both in Colorado Springs; and as secretary, Emerson E. Jones, secretary of the W. A. Jones Transfer Co., Alamosa. J. F. Rowan, Denver, continues as executive secretary. New directors are T. P. Laughlin, of the United States Transfer & Storage Warehouse Co., Denver, and M. S. Weber, president of the Union Delivery Co., Greeley.

The meeting was a joint one of the Colorado executives and representatives of warehouse firms in Utah and Wyoming under the NRA regional set-up plan of the merchandise division of the American Warehousemen's Association. Including only warehousemen, there were thirty-five delegates present.

Probably the most far-reaching resolution adopted is one recommending to the A. W. A. and to the National Furniture Warehousemen's Association that if the hour question was holding up the codes, the number be reduced to permit passage at the earliest possible moment. It was recommended that the 40 cent per hour minimum be retained.

Officers of the recently formed Utah association voted to ally their organization with the Colorado group, and amendment No. 3 to household goods tariff No. 2, which represents an approximate 33½ per cent increase, was jointly adopted. The change means the return to approximately the same rates as existed in Colorado prior to 1930. The new schedule will be filed immediately with the Public Utilities Commission.

After much discussion a motion was finally passed instructing the board of directors to petition the Commission to strike out of the tariff the 20 per cent clause included in some 67 rovers' per-

mits, but also to specify that in no case should operators be permitted to charge less than the established tariff. It was agreed that, to avoid complicating matters in filing the new tariff, this question should be left until after the tariff is approved. The 20 per cent clause, which has been a bone of contention for a number of years, provides that an operator hauling over another's route must charge 20 per cent above the established tariff.

A third motion contained a recommendation on minimum local tariffs for small towns over the State; the executive



James F. Duffy reelected
president of State association
in Colorado

secretary was instructed to send copies of the recommendation, along with questionnaires as to local rate conditions, to every locality. This tariff, the one now in use in northern Colorado, covers towns from 100,000 down to 2,500 with the exception of Denver, and sets up a rate of \$3 an hour for a truck and two men.

The hour reduction recommendation followed a spirited discussion started by J. H. Cornwall, Salt Lake City, who made the statement that much delay had been due to selfishness by operators in demanding too long hours, and who expressed the belief that hour or wage

schedules made no difference as long as legitimate firms were protected from cut-rate competition. James P. Logan, Denver, concurred in this belief and warned of the inflation danger unless action on the codes was speeded up.

Both the motion on the 20 per cent clause and the one on the small town tariff recommendation were sponsored by Charles McMillan, Fort Collins.

Following the opening address by President Duffy, who stressed the importance of association work and pointed out the benefits of the NRA in creating a new spirit of cooperation, Erskine R. Myer, attorney, gave a talk on "The NRA and our Business." He stated there is no doubt of the eventual enforcement of the NRA and urged warehousemen to cooperate fully without compulsion. "Price cutting and unfair dealings must be stopped, for that is the only way employment and buying power can be increased to the point where we can make a fair profit," he said.

Executive Secretary Rowan brought out that the Colorado association has been recognized by the NRA local compliance board as the proper agency for investigating reported code violations, the first complaint having already been turned over to the association office.

President Duffy suggested establishment of a body similar to the Western Weighing and Inspection Bureau for the purpose of settling time disputes between customers and movers, and thus prevent any misunderstandings with the Government. The plan was favorably received and referred to the board of directors.

Robert V. H. Work, Denver, in a talk on "Motor Transportation Under the Code," outlined the problems overcome by the highly complicated trucking industry in working out a satisfactory regional set-up, and expressed the belief that it should be a comparatively simple task for the warehousemen to get together. "Our main need is for a strong central organization for the region so that when the code comes through we will be ready to operate as a closely knit unit," he declared.

"Organization Necessary for Code Operation" was discussed by Charles McMillan, Fort Collins, who emphasized that once a code was accepted it became a law of the United States with all Federal enforcement behind it. "Whether we like every phase of the plan or not,

we will all have to conform with it eventually, so we might as well simplify matters by lending our support right now," he said. "It is to our interest to make this thing a success."

On motion introduced by Mr. Logan, as chairman of the dues committee, a resolution was adopted providing for a reduction of about one-third in membership fees. It was agreed also that delinquent members might become fully reinstated by paying 1933 dues in full within thirty days after the convention. All fees through November, 1932, will be cancelled.

In closing a comprehensive report on national codes, the information for which was secured in a trip to Chicago, J. M. Oakey, president of the Movers and Warehousemen's Association of Denver, urged that every member get behind the campaign to prevent long distance moving from being placed under the trucking code. "Long distance moving would be a minor feature in the trucking code and hence would not receive proper attention," he declared. "Our local groups would also lose control because they would not have the right to designate their own control board members." He also urged that every effort be made to retain the industry expansion proposal set forth in the national codes.

"Our only salvation is the NRA," declared A. H. Amick in a talk on household goods moving and storage. "Because of the fluctuation of rates in the household goods business, the people of Denver have become a shopping class, and the only way we can overcome this condition is to 'pull together.'"

Mr. Logan's talk on "Long Distance Moving Rates" was confined almost wholly to presenting the new tariff.

In a talk on "Merchandise Storage," J. H. Wilkins, Jr., Denver, said in part: "No proper rate can be established for all types of warehouses in all locations in the same community. The older firms with less modern buildings in poorer locations can't be expected to compete with the newest, most modern and best located warehouses on the same rate schedules, and they would soon be forced out of business in trying to. There must be a reasonable differential, and this point must be properly presented to the industrial control board when it considers rates."

The report by W. H. Buehler as treasurer showed the association to be in sound financial condition, considering the depression. As a result of cooperative activities of various kinds, it has been practically self-supporting.

Further regional organization plans were left up to the board of directors.

—Lucius S. Flint.

Southern's Convention at Atlanta Nov. 16-18

THE Southern Warehousemen's Association, with members in eleven States, will hold its annual meeting on Nov. 16, 17 and 18 at the Henry Grady Hotel in Atlanta. The NRA situation will be a chief subject of discussion. The

national distributors in the South have been invited to send representatives. Officers for the new year will be elected, the slate being headed by the present president, R. B. Young, president of the Savannah Bonded Warehouse & Transfer Co.

McCall Heads New Louisiana Group

H. S. McCall, secretary of the Caddo Transfer & Warehouse Co., Inc., Shreveport, was elected president of the Louisiana Motor Transportation Association when the latter was organized recently at Monroe.

Utah Warehousemen Form State Association with Redman First President

THE Utah Warehousemen's Association is the latest State body to enter the ranks of the industry's trade organizations. Officers are as follows:

President, B. F. Redman, president Redman Fireproof Storage Co., Salt Lake City.

Vice-president, W. D. Brown, manager Western Gateway Storage Co., Ogden.

Secretary-Treasurer, H. L. Love, man-



B. F. Redman, chosen first
president of Utah Ware-
housemen's Association

ager Security Storage & Commission Co., Salt Lake City.

The executive committee elected comprises the foregoing and J. H. Cornwall, president Jennings-Cornwall Warehouse Co., Salt Lake City, and E. F. Eardley, manager Central Warehouse Co., Salt Lake City.

"Under provisions of the contemplated NRA codes such action was necessary, of course," according to Mr. Love, secretary, "but the need of such an association had long been felt among Utah warehousemen."

Warehousemen Join in Forming Trade Body in Western Massachusetts

WITH a representative membership comprised of warehouse operators, furniture movers and commercial haulers, the Motor Truck Association of Western Massachusetts was formally organized at meetings held during October at the Hotel Bridgway in Springfield.

A. A. Beauregard, a former chairman of the transport associates division of the Springfield Chamber of Commerce, is president; Walter C. Sullivan, secretary of J. J. Sullivan The Mover Inc., Springfield furniture warehouse and transfer company is vice-president; and Morton H. Burdick, secretary and treasurer.

Mr. Sullivan was named chairman of the association's warehousing division, with George E. Bertucio as vice-chairman. The furniture moving field is represented by Frank Kneeland and William O'Connell, while the freight haulers are represented by Carl Huck and Ray Manning.

Mr. Sullivan and Olof J. Benson, manager of the Anderson & Benson Corp., Springfield furniture warehouse firm, were members of a special committee which drew up by-laws for the association.

While Springfield furnishes most of the new group's membership, delegations from Northampton, Holyoke, Westfield, Chicopee and Greenfield attended the meetings. Truckmen and movers from other communities in western Massachusetts are expected to join later.

The Sullivan concern holds membership in National Furniture Warehousemen's Association as well as the Connecticut and Massachusetts Warehousemen's associations. Several other N. F. W. A. members are interested in the new association.

Group in Camden Forms Permanent Association; Mulvihill Is President

THE Camden, N. J., warehouse and van operators' local organization recently formed under the title "South Jersey Furniture Movers' Association" is now called the Greater Camden Van Owners Association. Following are the officers elected:

President, John V. Mulvihill, proprietor Mulvihill Moving & Storage, Oaklyn.

Vice-President, Henry J. Zbieratski, proprietor, Mt. Emphraim Storage.

Secretary, Thomas C. Zeigler, Park Storage Warehouse Co.

Treasurer, Edward H. Mills, proprietor Mills' Moving Service.

Directors, the officers and Leslie W. Bell, president Bell Storage Co.; William J. Cassidy, proprietor Cassidy's Moving & Storage; Elmer J. Zeigler, vice-president Park Storage Warehouse Co.; Lewis V. Davis, proprietor Davis Moving; George D. Steedle, proprietor Steedle's Express & Storage, Riverton; and Henry F. Armstrong, proprietor Parkside Auto Express.

Furniture Storage Firms in Westchester County, N. Y., Organize Local Association

THE Movers' Association of Westchester County has been formed with a membership representative of the storage and furniture industry not only in Westchester but in western Connecticut. Local round-table groups have been organized in the larger communities. The officers of the Westchester body are as follows:

President, William Evans, of J. H. Evans & Sons, Inc., White Plains.

Vice-President, Raymond L. Schramm, vice-president Chelsea Fireproof Storage Warehouse, Inc., Mount Vernon.

Secretary, Andrew Kenlon, Jr., manager O'Brien's Fireproof Storage Warehouse, Inc., New Rochelle.

Treasurer, J. H. Coughlan, Gramatan Warehouse, Inc., Bronxville.

Directors: representing Port Chester, F. G. Fuhr; representing Mount Vernon, William F. Eske, president Westchester Van & Storage Co., Inc.; representing White Plains, Thomas Crozier; representing Yonkers, C. H. Van Riper; representing Bronxville, James C. Noble; representing New Rochelle, Samuel Lightbody; representing Mamaroneck, J. T. Goodliffe; representing Pleasantville, Frank Leah; representing Scarsdale, James Colorusso, president Scarsdale Van & Storage Co.; and representing Greenwich, Conn., F. Cotron.

Movers in New Rochelle have formed a southern division, titled the New Rochelle Registration Office. John F. Sugrue, manager Suburban Fireproof Storage Co., Inc., is chairman, and John Flanagan is executive secretary.

The Westchester association's first annual dinner will be held at the Elks Club in White Plains on Nov. 6.

—Charles B. Barr.

Roller Again President of Cleveland F. W. A.

THE Cleveland Furniture Warehousemen's Association held its thirteenth annual meeting, at the Hotel Carter on Oct. 9, and reelected officers as follows:

President, Louis A. Roller, secretary Lakewood Storage, Inc.

Vice-President, Elmer P. Becker, secretary John Becker Moving & Storage Co.

Secretary-Treasurer, William H. Turner, treasurer Lincoln Storage Co.

A dinner preceded the business session, which was attended by representatives of ten companies.

Howard Is New President of Kentucky Motor Truck Group

AT the annual meeting of the Motor Truck Club of Kentucky, Inc., held in Louisville on Oct. 16, C. S. Howard, president of the Ashland Transfer Company, Inc., Ashland, was elected president. He succeeds W. L. Stodghill,

treasurer of the Fireproof Storage Co., Ind., Louisville.

Henry C. Kelting of 110 No. Floyd Street, was reelected executive secretary.

The new board of directors includes Mr. Stodghill, and Dr. D. A. Crosby, president of the Union Transfer & Storage Co., Lexington.

The organization will hold a convention in Louisville on the third Saturday in January.

Haulers and Highway Users in Ohio Complete Merger

MERGER of the Ohio Association of Commercial Haulers and the Ohio Highway Users Association under the name "Ohio Highway Users Federation" was completed on Oct. 1 when the first-named organization's offices in the Majestic Theatre Building in Columbus were closed and headquarters for the Federation were established in the Huntington Bank Building.

Frank E. Kirby, who was secretary of the haulers' group, and Earl Wheeler, who was secretary of the former O. H. U. A., will serve jointly as executive secretaries of the Federation. Lee B. Palmer, of Pataskala, is the Federation's president.

—J. W. Lehman.

Connecticut Association Elects John W. Connelly of Hartford as President

JOHN W. CONNELLY, vice-president of the Hartford Despatch & Warehouse Co., Hartford, was elected president of the Connecticut Warehousemen's Association at its annual meeting on Oct. 19 at the Stratfield Hotel in Bridgeport. Chosen first vice-president a year ago, he had been acting president since the death of Clarence A. Moore last July.

Frank E. Hess, president of the Blakeslee Co., Waterbury, was elected first vice-president; and Edward C. Nash, Westport, second vice-president. Edgar



Connecticut Warehousemen's Association's new officers. Left to right: seated, E. C. Palmer, secretary; "Jack" W. Connelly, president, and Frank E. Hess, first vice-president. Standing, Harry I. Yates, treasurer, and Edward C. Nash, second vice-president.

C. Palmer, secretary of the Smedley Co., New Haven, and Harry I. Yates, manager of the W. M. Terry Co., Inc., Bridgeport, were reelected secretary and treasurer respectively.

On the executive board were named William H. Schaefer, president of William H. Schaefer & Son, Inc., Stamford; Leonard S. Clark, treasurer of Henry G. Drinkwater's Sons, Inc., Greenwich; J. N. Snow, partner of the Gardner Storage Co., New London; M. E. Kiely, manager of the Davis Storage Co., New Haven; and E. W. Schultz, president of the Hardware City Storage Co., New Britain.

At the business session, following an Allied Van Lines round-table meeting, Mr. Connelly reported on the labor situation in the State. He represents the Eastern Motor Freight Conference and other groups of haulers on a special arbitration committee of three which is working to adjust differences between employers and truck drivers.

At the evening banquet the principal speaker was Charles S. Morris, New York, first president of the National Furniture Warehousemen's Association. Mr. Morris urged full support, cooperation and optimism in the NRA situation.

—Charles B. Barr.

Midwest Meeting in Omaha, Nov. 17-18

THE first annual meeting of the recently-organized Midwest Warehouse & Transfermen's Association will be held in Omaha on Nov. 17 and 18. Officers will be elected.

—Kenneth Force.

The Midwest meeting had originally been scheduled for Oct. 21 and 22 in Kansas City, Mo.

Holt Lauds N.F.W.A. NRA Code Committee

THE accomplishments of the NRA code committee of the National Furniture Warehousemen's Association were reviewed by Herbert B. Holt, San Francisco, the National's western vice-president, at the September meeting of the California Van and Storage Association, held at Oakland on the 20th.

Mr. Holt commended the action of the committee as one of extreme importance to the warehouse industry, not only because the draft of a national code was worked out in detail, but also because, through the fine diplomacy of Persident Martin Kennelly and the able assistance of the other members of the code committee, an understanding was reached between the formerly conflicting national organizations in this line of business. "All united," Mr. Holt said, "in presenting a common code, including all branches of the business, storage, local moving, long-distance moving and miscellaneous services."

Mr. Holt was requested to report on the present situation regarding the application of the warehousemen of the San Francisco Bay area for a State

code. This area includes Alameda, San Francisco and San Mateo Counties and the city of Palo Alto. The code was finished and signed by the proper State officers on Sept. 18 and became effective within seven days afterward. Meetings were held in the three districts named on Sept. 21 to elect a control committee of three, one from each district.

Every warehouse and moving firm in the area, Mr. Holt said, was required to apply for a license by Sept. 25 and thereafter must charge the code rates. The moving rate, he said, was fixed at \$4.50 an hour for a large van and \$4 an hour for a truck and two men. Long distance moving takes the rate of the franchise carriers. No California mover, Mr. Holt stated, could take a load out of the Bay area at less than the franchise rate, even though the office of the mover may be elsewhere and the order may have been taken out of the district.

—Clarence Ebey.

Denver Local Is Educating Smaller Operators to Value of Associational Activity

AS a result of a novel plan of placing them into a special group which holds meetings separately from the rest of the organization, heads of the Denver Mover's and Warehousemen's Association are getting exceptional cooperation from small operators who until recently had never been affiliated with any association and whose problems are radically different from those of the larger operators. The plan applies primarily to the men who do their own work or the greater part of it. Under the local code they are designated as Class B men, and their rate schedule runs 50 cents per hour less than that of the Class A concerns.

Association heads realized at the first meeting following the inauguration of the NRA that the two classes had little in common and that nothing would be gained by attempting to have them meet jointly. It was found that their problems were so different from those of the larger firms that the small men were inclined either not to take part in the general meetings or to bring up questions which had little interest for the majority of members.

Lack of experience in association activity was the trouble—the problem one of education. So, J. F. Rowan, executive secretary, took over the job of conducting separate meetings. With the aid of three of the most progressive, smaller men, who were appointed to the board of directors, he has made excellent progress in helping to iron out long standing internal differences and in emphasizing the worth of cooperation in a trade association. Every meeting brings a few more full-fledged "converts," and they in turn convince a few other "not-quite-sure" members.

The plan might be compared to a public school system in which the students in the lower grades receive preliminary instruction and those above go into more complicated problems.

Most of the smaller operators affected do express work as well as moving, but it was decided not to try regulating jobs of the former class. Nothing under three rooms is classed as a moving job.

—Lucius S. Flint.

The Two Dallas Groups Merge

THE industry's two local organizations in Dallas have consolidated for their mutual interests. Each retains its name but the officers are members of a joint board of directors, and W. T. Pinkston is secretary of each.

The Dallas Moving & Storage Association, of which W. H. Fry is president, functions for the household goods warehouses; and the Dallas Warehouse & Transfermen's Association, headed by John Parks, Jr., for the merchandise branch.

Milwaukee Movers Extend Use of Temporary Code

THE Milwaukee Furniture Movers' Association has voted to continue in use, until the household goods code of the National Furniture Warehousemen's Association shall have been approved by President Roosevelt, the temporary code and local moving prices adopted in August.

At a recent meeting these were reported to be operating satisfactorily with the exception of some reported price-chiseling by non-members.

A grievance committee was created to handle complaints.

New Membership Affiliations

Cleveland Furniture Warehousemen's Association:

Warner Storage Company.

Midwest Warehouse & Transfermen's Association:

Adams Transfer & Storage Co., Kansas City, Mo.

L. Leritz & Son Storage & Moving Co., Kansas City, Mo.

Rutger Street Warehouse, Inc., St. Louis.

Sloan's Moving, Storage & Express Co., St. Louis.

The "23" Transfer & Storage Co., Columbia, Mo.

Walnut Storage & Distributing Co., Kansas City, Mo.

Nebraska Warehouse & Transfermen's Association:

Cohagen Transfer & Storage Co., North Platte.

New York State Warehousemen's Association:

Hoboken Dock Co., Hoboken, N. J.
Jane Street Warehouse, Inc., New York City.

Tooker Storage & Forwarding Co., New York City.

U. S. Testing Co., Hoboken, N. J.

Southern Warehousemen's Association:
General Warehouse & Storage Co., Bluefield, West Va.

Monroe Bonded Warehouses, Atlanta.
Zaban Storage Co., Inc., Atlanta.

Texas-Southwest Warehouse & Transfermen's Association:

Ellington Transfer & Storage Co., Alexandria, La.

O. K. Transfer Co., Houston.

Plainview Warehouse & Storage Co., Plainview, Tex.

Service Transfer & Warehouse Co., Oklahoma City, Okla.

Southwestern Fuel & Transfer Co., El Paso.

Warehousemen's Association of the Port of New York:

Hoboken Dock Company, Hoboken, N. J.

Jane Street Warehouse, Inc., New York City.

Tooker Storage & Forwarding Co., New York City.

U. S. Testing Co., Hoboken, N. J.

Moving Pick-Up Develops in Northern New Jersey

James E. Mulligan, secretary of the Knickerbocker Storage Warehouse Co., of Newark, N. J., reports that business is showing a big improvement for warehousemen and trucking concerns in northern New Jersey.

"Goods are moving out of the storehouses all over. This is a clear indication that family banding is splitting up. People are getting money and going back to housekeeping."

Other Newark storage executives bear out his statement. Almost all of them said they had so many jobs on hand that they were refusing business. Many of them were booked up for October business that will exceed that month last year.

One warehouse firm in East Orange had called a sale for Oct. 15 and notified nearly 100 creditors that unless storage bills were paid the furniture would go under the hammer. The response in cash was so immediate that the entire sale was called off.

Not only were people paying up their storage bills, it was said, but they were paying to have their furniture moved out of the storehouse and into the home.

The long distance movers give data to indicate another phase of economic life. Big business, they say, is finding new life. They base their assertion on the number of executives moving from Newark to all parts of the country, and vice versa.

Pecan Producers Lease Space in Tyler Plant

The National Pecan Marketing Association has announced the leasing of three floors, totalling 8,000 square feet of space, in the building of the Tyler Warehouse Company, St. Louis. About \$5,000 worth of machinery has been installed for a complete grading and processing plant for paper shell pecans.

The association is a sales agency for twenty local trade groups in eleven pecan-producing States.

All Forms of Transportation Must Serve the Public and Not Private Interests—Eastman

(Concluded from page 29)

can Association of State Highway Officials limiting length of combinations of vehicles to 45 feet. He said 31 States already allow a greater length and that reduction would seriously handicap businesses which have adapted their distribution systems to the greater lengths.

Mr. Rodgers said truckmen plead especially against regulations which will render highway transportation incapable of its full service.

"Regulation in the interest of safety and road protection is a police affair," he said. "It must not be confused with rate and service regulation. Our railroad friends, eager to handicap highway traffic, persistently urge rate and service restrictions and high taxes, in the hope of drying up the stream of highway traffic. Limited to their immovable steel rails and fixed routes, they would have us believe that inflexibility is a virtue and hardening of the arteries a symptom of health. They would deprive highway transportation of its adaptability, convenience and flexibility by restricting all road carriers to fixed routes and limited areas."

He said experiments made by States with the "railroad pattern" of regulation on hauling for hire have met with far more reverses than successes.

"It is certain that whatever control plan is adopted, it should be tailored to meet the specifications of trucking for hire which are fundamentally different in the main from railroad conditions and practices," he declared.

—Stephens Rippey.

Eastman Making Inquiry into Wages and Hours in Truck and Air Industries

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

A JOINT investigation of wages, hours and working conditions in the highway and air transportation industries has been instituted by Coordinator Joseph B. Eastman and Isador Lubin, Commissioner of Labor Statistics.

The Bureau of Labor Statistics is making personal contacts, through its agents, with 300 trucking companies and 200 bus companies throughout the country which are engaged in intercity business. A questionnaire has been sent by Mr. Lubin to 3,000 selected trucking firms, most of them individuals and companies operating ten trucks or less. The questionnaire is being sent also to several thousand other operators, including operators of private or industrial truck fleets.

The purpose of the inquiry is to discover and present the facts of public interest concerning employment in the truck and air industries and their bearing on competitive transportation conditions. The results will be used by Co-

ordinator Eastman in his report to Congress.

In a letter accompanying the questionnaires, Ted V. Rodgers, president of American Trucking Associations, Inc., urged all members of the industry to fill them out as promptly and as accurately as possible.

He pointed out that the statistics collected from the questionnaires will be used by Mr. Eastman in his report to Congress and said the association was doing everything in its power to facilitate collection of the data and see that they are of the kind which will give an accurate picture.

—Stephens Rippey.

Eastman Plans Inquiry into Rail Warehousing Situation

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

A STUDY of the problem presented by railroad-owned warehouses and what should be done with them will be undertaken by Joseph B. Eastman, Federal Coordinator of Transportation, after the Interstate Commerce Commission hands down its decision in Ex Parte 104, Part 6, its investigation into warehousing by the trunk lines serving the port of New York.

A decision by the Commission in this case was expected late in October or some time in November. Mr. Eastman, of course, will participate in the decision and does not want to start his inquiry before the decision is made.

Details of his investigation have not been worked out but probably will be very shortly after the Commission's decision. It may not be necessary for the Coordinator's staff to go much beyond the decision and the Commission's records in its study, except that the study probably will not be confined to the port of New York.

Stephens Rippey.

Redman Honored

B. F. Redman, president of the Redman Fireproof Storage Co., Salt Lake City, was the guest of honor at a surprise dinner given by more than a hundred of the city's leading citizens at the Hotel Utah on Sept. 25. He was presented with a leather-bound and engraved testimonial signed by those who attended.

United States Senator Elbert D. Thomas, Dr. Levi E. Young of the University of Utah and other speakers lauded Mr. Redman for his citizenship, character and civic leadership. He has long been identified with the good roads movement and aviation, and is president of the recently-organized Utah Warehousemen's Association.

Tooker Expands in New York Leasing 340,000 Sq. Ft. of Brooklyn Waterfront Property

ANNOUNCEMENT was made in New York on Oct. 24 by S. C. Tooker, Jr., vice-president and operating executive of the Tooker Storage and Forwarding Co., operating merchandise warehouse properties in Chicago and New York, that the Tooker interests had taken over from the New York Dock Co., under a ten-year lease, 340,000 square feet of storage space at 207-214 Master Stores on New York Dock property in the Atlantic Basin on the Brooklyn waterfront.

The buildings leased are of brick and mill construction—six with 40,000 square feet each, and two with 50,000 square feet each. In addition to a commercial wharf for steamships, the property is served, through the New York Dock Railway, by all the railroads entering New York.

The lease increases the Tooker space in New York by 900 per cent. For the past thirty years the Tooker company had operated, as a New York corporation, a warehouse at 281 Eleventh Avenue, at West 28th Street. The company has disposed of this property.

The expansion was prompted, according to Mr. Tooker, by his confidence that the future of the merchandise warehouse business lay primarily in facilities for handling export and import trade at waterfront.

Mr. Tooker flew from Chicago to New York in October to supervise the unloading of the first steamship to dock at the Brooklyn pier with goods consigned to the Tooker company. The cargo was 80,000 bags of sugar from Cuba. Meanwhile, since Sept. 1, according to Mr. Tooker, enough orders have been booked to fill 120,000 square feet of the newly-acquired space. The company is operating a fleet of motor trucks for distribution of incoming commodities to importers in New York, Westchester County and northern New Jersey.

Eagon Expects Improvement

Anticipation of increase in handling of goods in warehouses during the year's final quarter as compared with 1932 was voiced by R. E. Eagon, secretary of the Interstate Fireproof Storage & Transfer Co., Dallas, before the Southwest Shippers Advisory Board in Dallas on Sept. 28. Reporting as chairman of the group's storage and warehouse committee, Mr. Eagon said:

"Some improvement has been shown in this industry, and we anticipate an increase of approximately 15 per cent in the handling of goods during the next ninety days, as compared with the corresponding period of last year."

Heads Traffic Club

E. Frank Eardley, manager of the Central Warehouse Co., Salt Lake City, has been elected president of the Traffic Club of Salt Lake City.

U. S. Supreme Court Rejects Petition to Review Legality of P.R.R. Store Door Service

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building

THE legality of the Pennsylvania Railroad's store door collection and delivery service between its railheads in New Jersey and points in New York metropolitan area will not be reviewed by the United States Supreme Court, the latter having denied an application filed by the New York Dock Railway, and others, for such review.

This is the second reversal in as many attempts by the petitioners to obtain an order from the Supreme Court requiring the Pennsylvania to obtain a certificate of public convenience and necessity from the Interstate Commerce Commission before establishing the service. Placed directly in issue was the question of whether inauguration of motor truck service as an auxiliary to a railroad is not, as a matter of fact and of law, an extension of "railroad" facilities, and whether the company's trucking service is not interstate commerce and therefore within the purview of the commerce Act.

The Pennsylvania had been upheld by the United States District Court for the Eastern District of Pennsylvania and by the Circuit Court of Appeals before intervention of the Supreme Court was sought. At the 1932 session a writ of certiorari was asked and was denied. During the summer recess this year the petitioners again brought the issue before the Court by filing an application for re-hearing on the petition earlier denied. Rejection of this petition was announced when the Court convened on Oct. 9.

An indication that further litigation of the dispute is in the offing is contained in the printed brief filed in support of the motion for re-hearing. The Court of Appeals, it was contended, arrived at its decision on the premise that the new service would merely concern the present New York water front stations of the Pennsylvania and places of business and its shippers and consignees within New York City. In opposition to this notion the brief sets out the averments in an answer filed to the original bill showing a contemplated service between New Jersey railheads and points in New York. Conceivably, it is stated, no certificate of public convenience might be required for purely local operations whereas one would when traffic between New Jersey and New York are in contemplation.

Directing attention to this alleged misconception on the part of the Court of Appeals, the petition declares:

"This, therefore, is not the usual case where a denial of certiorari to review a judgment dismissing a bill of complaint upon a motion to dismiss, necessarily decides the law as applied to the facts as alleged in the bill. While the denial of certiorari here will be assumed to be an affirmation of the judgment of the Circuit Court of Appeals, it cannot decide the law on the facts presented by the bill of

complaint, since the judgment of that Court is based on fundamentally different facts from those alleged in the bill. Only by inference, at most, could the denial of certiorari, therefore, be taken as a decision of the real question, whether under the admitted facts alleged in the bill, a certificate is or is not necessary."

The Pennsylvania centered its argument against review mainly on a discussion included in the opinion of the Court below, declaring:

"Looking at the service termed 'accessorial terminal service' which the defendant railroad company here proposed to put into effect and searching for its true character and exact place in a system of rail transportation, it clearly is not a 'railroad.' It is a 'service'; one

Situation Wanted

BY furniture warehouse superintendent, solicitor, and estimator; 51 years of age; 24 years' experience; married.

Address Box P-133, care of
Distribution and Warehousing,
249 West 39th Street,
New York City.

'connected with the receipt and delivery . . . of property transported,' within the definition of 'transportation.' The creation and extension of such a service is not in any sense a 'construction' or an extension of (a) line of railroad, for which a certificate is required. It may be, and doubtless is, an improvement and extension of a transportation service for which no certificate is required yet for which tariffs must be filed. Moreover the spirit and purpose of the Act, so far interpreted, indicate it to be a service for terminal receipt and delivery of freight by motor truck, a facility of transportation, and not an extension of a railroad line. While we have been shown no controlling decision on the precise service tendered in this case, the evident trend of decisions of the Interstate Commerce Commission and the Courts is to the effect that when a service by motor truck, drayage or transfer falls within the scope of the expression 'terminal facilities' or 'services in connection with the receipt (and) delivery' of freight the Commission has jurisdiction with respect to tariffs to be charged but has no power to require a certificate of public convenience and necessity before the service can be put in operation."

—James J. Butler.

Bags Moose and Bear

Edgar C. Palmer, secretary of The Smedley Co., New Haven, and secretary of the Connecticut Warehousemen's Association, spent two weeks hunting in the Quebec wilderness not far from Hudson's Bay and returned with the hides and heads of a big moose and a black bear which he said were victims of his prowess.

Pennsylvania R. R. Plans a Store-Door and Delivery Service Throughout System

THE Pennsylvania Railroad has announced through its president, W. W. Atterbury, that it plans store-door collection and delivery service for merchandise of less-than-carload lots over its entire system.

This revelation came in the wake of approval of the railroad company's intention to try out the store-door system in the large eastern cities, by Joseph B. Eastman, Federal Coordinator of Transportation. Objections to the plan were filed by the New York Central Railroad.

Through the broadening of the store-door system, the Pennsylvania Railroad hopes to regain small shipment business lost to the trucks. In making public his decision, Mr. Eastman said he "welcomed the Pennsylvania road's idea as an experiment." F. E. Williamson, president of the New York Central, in opposing the plan contended that it would result in the Pennsylvania being able to offer service at a considerable reduction from the rates charged by other lines.

Mr. Atterbury in his announcement to extend collection and delivery, said in part:

"Included in the new arrangement will be provisions for shipping goods C. O. D., giving seller and buyer the same convenience in effecting a sale as though delivery were made by the merchant's own truck.

"The new service has been decided upon as a far-reaching step to meet the present day requirements of industry and commerce and attract additional traffic. Tariffs are now in preparation for filing, in the near future, with Federal and State commissions.

"Inauguration of system-wide door-to-door collection and delivery of less-than-carload freight by the Pennsylvania Railroad is a logical development of the position of our management that, in the public interest, rail and truck service should be brought into the closest coordination.

"Up to and including distances of 260 miles, both collection and delivery will be performed on request at the existing rail rates, with a minimum of 35 cents per hundred pounds, or 50 cents per individual shipment.

"Beyond 260 miles, a sliding scale of charges, additional to the station-to-station rate, will be in effect, reaching a maximum at approximately 400 miles of 8 cents per hundred pounds for either collection or delivery.

"The Pennsylvania Railroad in recent years has established store-door collection and delivery in various limited areas. In establishing system-wide service, the railroad will contract, wherever possible, with local trucking companies or firms. These will act as agents of the railroad and the latter will assume complete responsibility from shipper's to consignee's door."

On Oct. 19 the Pennsylvania announced that on Oct. 28 it would file

tariffs, effective Dec. 1, covering store-door collection and delivery service throughout the territory the carrier serves.

It became known in New York that the Boston & Maine, Maine Central and Grand Trunk planned to make similar tariffs effective on Dec. 1.

The traffic executives of eastern railroads met in New York on Oct. 19 to consider the situation and it was indicated that they would follow the Pennsylvania's lead.

Meanwhile the Shippers Conference of Greater New York announced it would support the Pennsylvania's plans.

The recently - organized American Trucking Associations, Inc., bulletined its members on Oct. 4 that "there is considerable apprehension as to the effect" which the Pennsylvania's new service "will have on the business of the trucker." The bulletin added:

"While the Pennsylvania is the first large eastern railroad to launch this service, it is believed other carriers, in self-defense, will adopt the system. The Trunk Line Association has circulated a questionnaire among eastern railroads to determine whether they would follow the lead of the Pennsylvania."

Library Insured for \$100,000 Is Moved from Boston to New Haven in Cohen & Powell Vans

SEVEN van-loads of priceless books, manuscripts and equipment, the property of Dr. Harvey Cushing, internationally noted brain surgeon, were safely moved from Boston, Mass., to New Haven, Conn., in October by furniture vans of Cohen & Powell, Inc., New Haven moving and storage concern.

The shipment carried insurance of \$100,000, but no amount could have compensated for loss of the material, considered one of the most important libraries in the surgical world. A number of the books and manuscripts are irreplaceable.

The transfer of the collection was necessitated by the appointment of Dr. Cushing, formerly a Harvard professor of surgery and connected with Peter Bent Brigham Hospital in Boston, to the newly-established Sterling Chair of Surgery at Yale University.

Kelley Firm Expands

The Fred G. Kelley Co., Jackson Heights, Long Island, N. Y., has taken over the fireproof building at 40-36 22nd Street, Long Island City, and has placed in it the contents of two non-fireproof warehouses.

The new plant is a five-story steel and concrete structure, 200 by 200 feet, in the center of the city. Vaults for silver and other valuables have been installed, together with separate mothproof rooms for carpets and upholstered furniture.

Smith Resigns from Currier-Lee; Tooker, Jr., Elected President and Mrs. J. E. Lee Is Treasurer

SIDNEY A. SMITH, president of the merchandise division of the American Warehousemen's Association, has resigned as vice-president and operating executive of the Currier-Lee Warehouse Co., Chicago, and will devote his business activity to the development of the Anchor Storage Co., a Chicago firm of which he is the president and which he and associates organized in 1932. H. F. Partridge, who is vice-president of the Anchor, has resigned as manager of the Currier-Lee concern; and Hugh G. Tucker, who is treasurer of the Anchor, has resigned as acting secretary of Currier-Lee. Mr. Smith and Mr. Tucker continue as stockholders in the Currier-Lee Co.

At a recent meeting of the Currier-Lee stockholders, officers were elected as follows:

President, S. C. Tooker, Jr., vice-president and operating executive of the



Sidney A. Smith, who has resigned as president of Currier-Lee firm to devote his time to development of his waterfront Anchor Company in Chicago

Tooker Storage and Forwarding Co., Chicago and New York.

Secretary, Stanley R. McNeil, a partner in the A. C. Allyn Co., a Chicago bond house.

Treasurer, Mrs. Ella Lee, widow of J. Edgar Lee, who, one of the founders of the company, was president at the time of his death.

Mr. Tooker, Mr. McNeil and Mrs. Lee were elected the directors.

The Currier-Lee interests are being managed by Mr. Tooker as the operating executive but it is stated by him that there is no business connection between the Currier-Lee and Tooker organizations, the two continuing independently.

Sidney A. Smith left the Midland Warehouse & Transfer Company, Chicago, to join Currier-Lee as manager,

a place made vacant by Mr. Lee when the latter entered the United States Army in 1918. Three years later Mr. Lee, Mr. Tucker and Mr. Smith purchased all of the Currier-Lee capital stock, then held by George B. Currier, who was president. Mr. Lee became president. Mr. Smith was elected vice-president, holding that position until his resignation on this past Oct. 7. In 1925 Mr. Lee organized the Lee Terminal and Warehouse Corporation in Tampa, Fla., and in 1928 Mr. Lee took a leave of absence from Currier-Lee and removed to Tampa to take charge of the terminal. In April, 1932, Mr. Smith returned to Chicago to resume the active management of Currier-Lee.

Organizes Anchor

In the summer of 1932 Mr. Smith became impressed with the change which was taking place in the transportation field affecting warehouse commodities in Chicago. Convinced of the possibilities of waterfront storage stimulated by the development of motor barge traffic from the eastern seaboard by way of the Erie Canal and by the increase in St. Lawrence and Lakes-to-Gulf waterways business, Mr. Smith negotiated for a warehouse located on the Chicago River, just east of the Michigan Avenue bridge. Before arrangements could be consummated, Mr. Lee died, but in October Mr. Smith completed plans and organized the Anchor Storage Co. With the opening of water transportation after the spring of 1933 the Anchor's business developed to such an extent that Mr. Smith finally found it necessary to devote all his time to it.

The Currier-Lee Co. will continue its memberships in the American Warehousemen's Association merchandise division, the Illinois Association of Merchandise Warehousemen, and Distribution Service, Inc., according to Mr. Tooker, Currier-Lee's new president.

Buckley Joins Hoboken Dock

John T. Buckley, formerly general manager of the Port Operating Co., Jersey City, became general manager, effective Oct. 15, of the Hoboken Dock Company, operating merchandise warehousing in Hoboken, N. J.

Widely known in port maritime circles, Mr. Buckley was at one time vice-president and general manager of the New York Marine Co. and was for a number of years connected with the Erie Railroad Co.

It's "Col." Morris Now

E. K. Morris, president of the Federal Storage Company, Washington, D. C., has been commissioned a colonel on the staff of Governor Murray of Oklahoma.

In the recent Marine Parade and Night Pageant held at Washington in connection with the President's Cup Regatta, Col. Morris's cruiser "Hobby" broke into news in yachting circles by taking third prize.

Proposed Merchandise Code Was Distributed in Advance of Hearing

(Concluded from page 12)

matter is the wages set-up that now appears in Article IV of the enclosed (revised) code."

Mr. Smith pointed out that the NRA had taken "another important exception" to the original code—Article XI, titled "Industry Expansion."

"In States where there is now public utility provision of the warehousing industry and where there is control of rates to be charged," Mr. Smith explained, "there is in most instances the requirement that no new concern can enter the business without first demonstrating that public convenience and necessity require the new operation. Just as in the case of the railroads, the electric power and light companies, gas companies, telephone and telegraph companies, etc., warehousemen in such States are granted what amounts to a sort of monopoly."

"The national industrial recovery Act states that codes shall not permit monopolies or monopolistic practices, so that the legal division of the NRA felt that it could not approve the Industry Expansion article in our original code."

One or two other questions which the NRA officials raised at the conference would be decided after the public hearing, Mr. Smith said, continuing:

"However, a comparison of the original code with the revised code will show you that the staff of the NRA deeply appreciates our industry problems and is willing at the moment to recognize the methods that our industry has proposed for handling these problems. The provisions relating to administration, certificate of participation, standardization of warehousing trade practices, tariffs, and unfair trade practices, as originally submitted remain, with little exception, for consideration at the public hearing."

"The revised code is a master code for the merchandise warehousing trade and is intended to cover all employers engaged in that trade, excepting those engaged in household goods or cold storage, and those storing grain in bulk, and public garages. Provision is made in the code for branches of the merchandise warehousing industry such as field warehousing, to formulate sub-codes not inconsistent with the general provisions and intent of this master code."

The AWA's Job

Mr. Smith concluded:

"This Code procedure for merchandise warehousing has not been initiated by the American Warehousemen's Association, Merchandise Division. The national industrial recovery Act places on the association, as the association representing the industry nationally, the duty of formulating this code. In their study and interpretation of the national industrial recovery Act and in formulating this Code, our industry recovery and executive committees have sought to make it possible for the merchandise warehousing

industry to contribute its fair share toward the recovery program. At the same time, these committees have not been unmindful of the interests of merchandise warehousemen engaged in a responsible and otherwise most important business."

Atlanta Group Supports AWA Merchandise Code

The Atlanta Merchandise Warehousemen's Association at a meeting on Oct. 23 went on record as endorsing the amended NRA code of the merchandise division of the American Warehousemen's Association and promising full support of the document as finally signed by President Roosevelt and made effective.

Eastman Foresees "Radical" Changes in Set-Up Involving L. C. L. Freight Conditions

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building.

SOME "radical" conclusions respecting the less-than-carload package freight situation should be forthcoming from Coordinator Joseph B. Eastman before the end of this year, he told a meeting of the Associated Traffic Clubs of America in Baltimore on Oct. 24. Mr. Eastman explained that he used the word "radical" in connection with his promised conclusions in the sense that the conclusions will go to the root of the problem.

He pointed out that L.C.L. traffic produces less than 2½ per cent of the freight tonnage railroads carry and about 10 per cent of the total freight revenue, but in 1932 it required 32 per cent of the total loaded cars to move it. The average loading of carload freight is about 34 tons per car, he said, but the average loading of L.C.L. freight in 1932 was less than 2 tons per car.

He presented, for the first time, some preliminary figures which his Section of Transportation Service had compiled from questionnaires which had been returned. These figures, he said, relate only to movements by land and do not include parcel post.

They indicate that in 1932 railroads carried 32 per cent of the package freight; forwarders, 11 per cent; express companies, 3 per cent, and trucks, 54 per cent. They also show, which is no surprise, that the bulk of truck traffic is confined to short hauls.

Without including city or local service, Mr. Eastman said, his figures indicate that 48 per cent of the package freight hauled by trucks in 1932 moved for distances under 50 miles; 41 per cent for distances between 50 and 250 miles; and 11 per cent for distances in excess of 250 miles. A check made by a large eastern railroad system in May of this year, he said, showed that 8 per cent of its L.C.L. tonnage moved for distances under 50 miles; 64 per cent for distances between 50 and 300 miles, and 28 per cent in excess of 300 miles.

Mr. Eastman said there are as many

as 44 different routes over which L.C.L. rail shipments may be forwarded from New York to Chicago. In 1932 it required about 12,000 cars to handle the L.C.L. traffic from New York to Chicago. This resulted in about 11,000,000 car-miles, with an average load per car of about four tons. On the basis of the average load of the forwarding companies between the same points, he said, the same traffic could have been handled as adequately and expeditiously with 2,800 cars and about 2,500,000 car-miles.

He said the facts so far developed by his organization indicate the need for studying the manner in which merchandise traffic is now handled and the probable opportunities for important improvements.

These opportunities, he said, involve greater concentration of the traffic; reduction of transfer and interchange; use of trucks where they provide better agencies than railroads; use of cars or other containers well adapted to the characteristics of the traffic; provision of store-door receipt and delivery; and reconstruction of the rate structure on new lines and principles.

Mr. Eastman said he could not anticipate his recommendations, "but I promise you that they will be thoroughgoing and that they will at least advance the discussion of these matters by presenting definite and concrete proposals for a national coordinated system of less-than-carload transportation service."

—Stephens Rippey.

Involuntary Petition

An involuntary petition in bankruptcy was filed in United States District Court, before Judge George A. Welsh, on October 2, against John H. Molan, Ellen Molan and Rubin C. Douglass, a copartnership trading as the Lincoln Storage Co., 4056 Chestnut street, Philadelphia, Pa. The petitioning creditors and the amounts of their claims are: Fenton Storage Co., Philadelphia, Milton B. Seligman, president, \$235.12, for services performed; William Kelley, 2d, agent for John Kelley and for George Kelley, Jr., for rent due, \$13,500; and Jerome M. Marcus and Isaac Marcus, copartners trading as Marcus & Co., for goods sold and delivered, \$40. The attorney for the petitioners is Alexander Schamban, Philadelphia.

Forty Years Wed

Joseph C. Wirthman, president of the Lincoln Storage & Moving Co., Kansas City, Mo., and Mrs. Wirthman recently celebrated their fortieth wedding anniversary.

Four decades ago they spent their first honeymoon at the Chicago World's Fair—and their second they celebrated at Chicago's Century of Progress Exposition.

Cornwall Honored

J. H. Cornwall, president of Jennings-Cornwall Warehouse Co., Salt Lake City, has been elected a director of the Utah Citizens' Rate Association, a freight organization.

California Commission Holds Hearings on Warehousemen's Request for a Rate Increase

TWENTY-FOUR merchandise warehouse firms in southern California, including Los Angeles, and twenty in northern California, including San Francisco, filed on Aug. 10 with the California State Railroad Commission petitions asking for increase in rates to meet expected additional costs resulting from operating under the NRA code of the merchandise division of the American Warehousemen's Association.

The San Francisco petition came up for hearing before the Commission on Oct. 10; and the Los Angeles petition about ten days later.

Both were taken under advisement by the Commission with no marked indications as to whether the final decision would be favorable toward increase in rates; yet those in intimate touch with the situation were of the opinion late in October that there was no question but that the Commission would grant the increase desired, according to *Distribution and Warehousing's* San Francisco correspondent.

Certainly there was no lack of figures designed to prove that an increase in rates was essential if warehousemen were expected under the NRA code to operate on a 40-hour week basis.

Both the southern and northern petitions were the same as far as the application form was concerned but it was felt that separate requests were necessary due to the fact that conditions in the southern part of the State differ from those in the northern part and that the only way to get a clear picture of the situation before the Commission was to have separate hearings. Each application, after setting down the names of the warehouse firms parties to the request, reads as follows:

"That schedules showing the financial condition of each applicant as of Dec. 31, 1932, are contained in the 1932 annual reports filed by each of said applicants; that said reports are hereby referred to and made part hereof by such reference.

"That pursuant to the terms and provisions of the National Industrial Recovery Act, your applicants are, in conjunction with most of the other public warehousemen operating in the United States, formulating a Code of Fair Competition; that when said code is finally adopted and made effective, each of your applicants will incur additional labor and other expense which will have to be met by increased revenue; that such increased revenue can only be obtained by an increase in rates.

"That there is attached hereto, made a part hereof, and marked Exhibit 'A,' a copy of the Reemployment Agreement of the President of the United States; that under said agreement, the President of the United States desires that all employers, including your applicants, shall, among other things, reduce hours of labor and increase employment pending the time when such employers shall have finally adopted a Code of Fair Competi-

tion; that each of your applicants is willing and desirous to cooperate with the President of the United States by signing said agreement; that if such agreement is signed, each applicant will incur additional labor and other expense which will have to be met by increased revenue; that such increased revenue can only be obtained by an increase in rates.

"That the purpose of this application is twofold:

"First: To obtain a temporary or emergency increase in rates to provide sufficient revenue to cover additional costs which would be created in the event the President's Reemployment Agreement is signed; and

"Second: To obtain a permanent increase in rates to provide revenue sufficient to cover additional costs which would be created when and as the said Code of Fair Competition is adopted and becomes effective.

"That at the present time statements are being prepared showing that additional labor and other costs which would be incurred by each applicant in the event that the President's Reemployment Agreement is signed; that such statements will be filed with the Commission as soon as completed; that the increased labor cost will vary somewhat as between the several applicants but such variation will not be great; that in order to preserve harmony and uniformity in the rate structure of your several applicants it is requested that instead of granting each applicant an increase of rates necessary to cover the increased costs as to each applicant, the Commission authorize all applicants to increase their rates by a definite and uniform percentage in the nature of a surcharge which could be fixed and determined from such statements.

"That the existing rates of each of your applicants are less than just and reasonable; that the proposed increased rates will be less than just and reasonable.

"That it is desired that such temporary increased rates be put into effect one day after publication and filing with the Commission.

"Wherefore your applicants ask that the Railroad Commission of the State of California make its order authorizing applicants:

"(a) To temporarily increase their rates to the extent only of providing sufficient revenues to cover such additional costs as will be created in the event that the President's Reemployment Agreement is signed;

"(b) To increase their rates to the extent only of providing sufficient revenues to cover such additional costs as will be created when and as applicants shall adopt a Code of Fair Competition and the same shall have become effective."

The San Francisco hearing was attended by representatives of fifteen warehouse companies, and the principal speaker was Leon A. Bailey, secretary-manager of the California Warehousemen's Association and secretary of the Warehousemen's Association of the Port of San Francisco.

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Hearing Held on Domestic Freight Forwarding Code

(Concluded from page 14)

pensation of employees to equal their pay before the inauguration of a five-day week. Office boys and messengers would receive a minimum of 40 cents an hour under this proposal.

Admitting justification exists for a difference in pay in the North and in the South in instances such as textile production, Oliver reminded that in transportation the product is the same in both areas, the competitive factor is not involved, and the same type of employee, using identical living standards is involved.

Labor also demanded setting up of a board to hear grievances arising under the code, with their representatives sitting in equal number with those of the industry when a labor question is involved. This provision, if carried out, Oliver predicted, would offset labor troubles and strikes.

The American Federation of Labor spokesman echoed the sentiments expressed by Oliver and declared that with 11,000,000 persons still jobless the effectiveness of the NRA will be destroyed if employers are allowed to continue their workers on long hours, instead of distributing the work. He called attention to the fact that hourly modifications in the President's Reemployment Agreement are now being rejected when they ask for more than 36 hours a week.

There was no discussion of the provisions empowering appointment of a code authority committee to obtain reports on conditions of employment; to name sub-committees on rates, tariffs, charges, terminal rules and regulations; and to make recommendations for freight service movements.

The section dealing with unfair trade practices did not provoke discussion.

Branded as unfair practices are the following: variation from rates and tariffs approved by the code authority, or granting of rebates, concessions and dealing in subterfuges to defeat approved tariffs; commercial bribery, including money, prizes, premiums, gifts or "excessive entertainment"; contracting with any customer for transportation of merchandise, or for the purpose of giving service in relation thereto, for any given period of time; misrepresentation or defamation of another member's service, methods, personnel or financial standing.

Deputy Administrator Hughes fixed a period of one week for the filing of supplementary briefs. His report will go to Administrator Johnson shortly thereafter for approval.

Duncan with U.V.L.

James F. Duncan, formerly manager of the Checker Moving & Storage Co., Detroit, has opened an office for the United Van Lines at 7318 Hamilton Avenue, Detroit.

Construction Developments Purchases, Etc.

California

CORONA—Corona Citrus Association has plans for a \$45,000 2-story warehouse and pre-cooling plant, 77 by 91 feet, with 50-car capacity.

Long Beach—City Transfer & Storage Co. plans to alter and improve its 7-story warehouse at 1430 E. Anaheim Street.

Florida

Fort Pierce—Florida Development Co. is planning construction of a \$450,000 3-story cold storage warehouse and pre-cooling plant.

Jacksonville—Florida Produce Terminal, Inc. has completed plans for a multi-story cold storage warehouse and pre-cooling plant on dock in Commodore Point district. Company has arranged financing in amount of \$250,000 for this and other proposed buildings.

Jacksonville—Refrigerated Steamship Lines, Inc., has awarded a contract for construction of a \$200,000 multi-story cold storage, refrigerating and pre-cooling plant on waterfront site, 154 by 423 feet, at Pier No. 1, Municipal Docks.

Georgia

Savannah—Anthony Monella and associates have filed plans for a \$22,000 1-story cold storage warehouse and ice plant on Walburg Street near Waters Avenue.

Moultrie—Peoples Warehouse Co. is planning rebuilding of storage building recently wrecked by fire with an estimated loss of \$100,000.

New Jersey

Newark—Seaboard Storage Corporation, Brooklyn, N. Y., has taken over under lease, from the Newark City Commission, Port Newark waterfront property comprising two warehouse units each 100 by 425 feet and about 2,500 additional land. Company will handle perishable products and plans early erection of a \$100,000 multi-story warehouse.

New York

Brooklyn—Zimmermann's Moving & Storage Co., Inc., 959 Putnam Avenue, has filed notice of dissolution under State laws.

Buffalo—Borderland Warehouse Co., 733 Perry Street, has filed plans for a \$24,000 1-story addition.

New York City—Altman Storage & Warehouse Co., Inc., 103 W. 52nd Street, has filed notice of company dissolution under State laws.

New York City—Hayes Storage Service, 14 W. 66th Street, has leased and will remove to the 10-story warehouse at 304 E. 61st Street.

New York City—Metropolitan Fireproof Warehouse Holding Corporation, operating the Metropolitan Fireproof Warehouse, Inc., has arranged for increase in capital from \$20,000 to \$20,000 and 1,750 shares of no par value stock.

New York City—Nelson Express & Storage Co., 214 E. 52nd Street, has

filed notice of change of name to Nelson Storage Warehouse, Inc.

New York City—United Bonded Warehouse Corporation has taken over under lease for several years, with option of renewal, the 8-story warehouse, 100.3 by 104 feet, at southwest corner of Greenwich and Barrow Streets.

Ogdensburg—Hewlton Grange League is planning erection of a \$25,000 1-story warehouse.

Tompkinsville—The storage building formerly occupied by the Overseas Warehouse Co. at Bay and Minthorn Streets has been leased to the Ebling Brewing Co., Inc., 937 Fulton Street, Brooklyn.

North Carolina

Morehead City—Municipal Council is planning construction of a \$450,000 port terminal to include several multi-story warehouses.

Tennessee

Memphis—Southwestern Transportation Co., a Cotton Belt Railroad subsidiary, has leased the building at 148 St. Paul Street for storage and distributing.

Washington

Seattle—Virginia Dock & Trading Co. has approved plans for a 1-story warehouse addition, 60 by 115 feet.

Protests Against Bill Urged by Johnson

HOUSE Bill No. 119 introduced in the Texas Legislature would empower municipalities and villages to erect warehouses and elevators for storage of agriculture products, cold storage plants, etc.

B. Frank Johnson, Fort Worth, secretary-manager of the Texas Southwest Warehouse & Transfermen's Association, has called on the Texas members to oppose enactment of the measure.

"While it does not affect us directly," Mr. Johnson warned, "it established a principle which would in all probability lead to the operation of commercial warehouses. Any city which built a warehouse for agricultural purposes and was not able to secure sufficient storage along that line would surely demand permission, and get it, to include commercial storage of merchandise and household goods."

Snowden Joins Westheimer

R. O. Snowden, formerly connected with the Scobey Transfer & Storage Co., San Antonio, has joined the Westheimer Transfer & Storage Co., Houston, as superintendent in charge of the heavy hauling and rigging departments.

It is told of Mr. Snowden, with a quarter-century experience in his work, that he has "ability to do jobs which are supposed to be impossible." Engineers of a Texas organization told him he could not transfer two tanks each 12 by 23 feet and set them—a task which he performed.

The Westheimer firm plans to add modern heavy hauling and rigging equipment.

New Incorporations as Announced Within the Storage Industry

Arkansas

STUTTGART—Cooperative Growers Warehouse Corporation. Warehousing and trucking. Capital \$5,000. H. M. Anderson heads the interests.

Connecticut

Hartford—Boat Line Warehouse Co., Inc. Storage warehousing and trucking. Capital \$50,000. Incorporators, A. D. Thomas, 36 Governors Avenue, Milford; F. E. Callahan, 526 W. Taft Avenue, Bridgeport; and I. G. Colby, Jr., 560 Orange St., New Haven.

Saybrook—Connecticut Valley Storage Warehouse Co. Nominal capital \$2,000. Incorporators, A. W. Blanchard, Robert Rankin and W. B. Stevens, all of Deep River.

Florida

Jacksonville—Commodore Point Terminal Corporation. Terminal warehousing. Capital not stated. Incorporators, J. T. Walker, Jr., and W. R. McQuaid.

Tallahassee—Farmers Warehouse & Storage Co. Capital not stated. Incorporators, L. C. Brown and E. C. Brown.

Indiana

Fort Wayne—American Transport Company, Inc. To operate warehouse and truck line. Capital 500 shares of no par value stock. Incorporator, Everett Yaste, Edna Yaste and James W. Patch. Representative, Everett Yaste, 1814 S. Clinton Street.

Indianapolis—Warehousemen's Association of Indiana, Inc. To promote interests of merchandise warehousemen. No capital stock. Incorporators, Edwin L. Burwell, Ira C. Strohm, Elwood E. Harris, Marie M. Bowen and Lynlie R. Bettis.

Illinois

Chicago—Loop River & Rail Terminal, Inc., 320 No. La Salle St. Terminal warehousing and trucking. Capital 300 shares of stock. Incorporators, Walter E. Heyser, J. A. Fernald and A. B. Trudeau.

Rock Island—Motorway Freight Terminal Co., 2929 5th Avenue. Warehouse terminal and trucking. Capital 200 shares of no par value stock. Incorporators, J. W. Corderman and M. J. Zimmermann.

Louisiana

New Orleans—Letellier Transfer, Inc. Capital \$10,000. Principal incorporator, John S. Letellier.

Massachusetts

Cambridge—Boston Motor Freight Terminal, Inc. Storage warehouse and terminal. Capital \$25,000 preferred and \$50,000 common stock. Charles A. Phillips is president. John D. Newell, 6 Spinney Terrace, Belmont, is treasurer.

Michigan

Detroit—Interlake Terminals, Inc. Terminal warehousing and trucking. Capital 50,000 shares of no par value stock. Principal incorporator, L. J. Mc-

(Concluded on page 46)

California Commission Holds Hearings on Warehousemen's Request for a Rate Increase

(Concluded from page 43)

Mr. Bailey testified that under the terms and conditions of the A.W.A. merchandise division's NRA code filed at Washington he believed that a 10 per cent increase would be necessary in warehouse rates; that the petitioners favored a 10 per cent surcharge if the code, as finally approved, should provide for a 40-hour week. If the code should grant a 48-hour week, no increase would be needed. Mr. Bailey made it explicit that the warehouses did not want to increase rates at this time but that there was no question but that some rates ought to be increased in any event, and that the application for increased rates seemed to be the only possible way by which warehousemen could see their way clear to put a 40-hour week into operation.

Mr. Bailey summarized the signators of the San Francisco application and their condition by stating that they represented a storage space of some 2,000,000 square feet; that this space was today only 50 per cent occupied; that in 1926 the occupancy was all of 80 per cent; and that no better method of picturing the situation could be used than just this comparison.

The Commission took the situation under advisement, pending the final determination of the A.W.A. merchandise warehousing code and pending further facts which might be brought out at the subsequent Los Angeles hearing.

The Los Angeles hearing substantiated the facts as developed at the San Francisco meeting, and no indication was given by the Commission as to how soon a decision might be expected.

According to statements made at the Los Angeles hearing a surcharge of 10 per cent would be added to the total of each billing at the warehouse—but only in the event that a 40-hour week be fixed under the A.W.A. code. For example, on a bill totaling \$100 there would be placed at the bottom: "Surcharge, 10%, \$10." Should a 45-hour week be provided, the Los Angeles group, it was understood, would ask that this surcharge request be dismissed.

The proposed 10 per cent surcharge, it was stated, would be the means of meeting the 16 2/3 per cent payroll increase resulting from a reduction from the present 48-hour level to a 40-week basis. Employment, the claim was, would have to be on the same ratio and thus would entail additional costs. In the event a 30-week or 35-week schedule should be placed in the final code, the surcharge would have to be raised to 15 or 20 per cent.

Even at best, it was argued, a 10 per cent surcharge would meet only some of the increased costs of payroll, materials such as printing and stationery, adjustment in office salaries to meet living costs, additional workmen's compensation insurance, and general supplies. In some of the testimony submitted, 10 per cent was considered insufficient to take care of

all the additional costs which might arise under NRA conditions.

It was stated on behalf of the warehousemen that there has been no increase in the general level of rates since 1926 except in the instance of several individual warehouses where an attempt was made to arrive at tariff uniformly.

Loss in warehouse earnings, according to the reports, had been due to a number of factors: smaller volume stored; excess in warehouse facilities in Los Angeles, resulting from an increase in the number of operators, thus creating keen and in many instances unprofitable competition; store-door and pick-up delivery systems inaugurated by railroads and highway transportation firms; evolution in methods of pool car handling; and a policy on the part of manufacturers to keep down their inventories.

Delivery and handling costs, it was brought out, had shown an increase, due principally to the smaller unit deliveries than was the case in former years. Where bulk lots were formerly distributed, now it is the smaller package. This entailed, the Commission was told, more frequent deliveries and consequently a greater number of handlings coupled with additional clerical entries.

Though present handling rates were considered insufficient, it was brought out, no attempt was being made at this time to speak for an increase in the rate for that item.

Revenue from drayage service also had shrunk, statements indicated. Where at one time 50 to 75 cents might have been the cartage charge for the transfer of freight to and from the shipping point, it now often brought one-third less reimbursement because of the present method of pick-up and delivery service.

Denver Operators Continue 60c Hour Scale Under NRA

PRACTICALLY all Denver movers and warehousemen are showing a willingness to cooperate with the NRA in spirit as well as letter in voluntarily continuing the 60 cents per hour wage scale since the issuance, by General Johnson, of the modification order permitting a 48 hour-week, which calls for only 50 cents per hour.

Warehousemen realize that whether a man is working or not, his consumption goes on, and in Denver they feel that every employee should be permitted to make at least as much as he did before the blanket code went into effect. Most employees are now making \$4.80 a week more.

R. V. Weicker, president of the Weicker Transfer & Storage Co., expressed this sentiment at the recent annual convention of the Colorado Transfer & Warehousemen's Association. He believed that the attitude of the local industry in this respect is not only worthwhile in helping to restore buying power, but also from the standpoint of the individual operator, in that it does much to gain him the whole-hearted support of his men.

National Safety Council Gives Winkler Award in No-Accident Competition

JOHN WINKLER'S SONS, a household goods warehouse firm in Far Rockaway, N. Y., won the National Safety Council's national award in the Transfer and Storage Division contest which the Council conducted during the twelve-month period ended June 30, 1933. The award, in the form of a certificate, was presented to the Winkler company's representative at the National Safety Congress held in Chicago early in October.

The Winkler trucks travelled 47,822 miles without an accident during the year. Most of the mileage was within city limits and the vehicles were subject to municipal traffic regulations 75 per cent of the time.

Since joining the National Safety Council in September, 1931, the Winkler organization has presented several awards for no-accident records to drivers. Last year two of the men received two-year awards and four others were given one-year awards. This year the entire force of drivers will receive no-accident awards if driving during the final two and a half months is negotiated safely.

"I cannot recommend membership in the National Safety Council too strongly," said George Winkler, Jr., the company's secretary, in making the announcement, "for the reason that our drivers have cooperated with us to the nth degree and we will have a fine experience record to show our insurance company upon the renewal of our policies."

"We use the regular Council services, which comprise a weekly change of bulletins for our garage and our men's quarters at our office, and a weekly change of dash cards for the trucks."

New Colorado Tariff Would Increase Rates

A NEW tariff adopted by the Colorado Transfer & Warehousemen's Association at its October meeting has been filed with the State Public Utilities Commission and unless some opposition should arise—which is considered improbable—it will become effective Nov. 17.

The tariff represents an increase of approximately one-third. A similar tariff on file in 1929 was superseded by a reduced scale in line with depression conditions.

The State body has received a reply of thanks from the American Warehousemen's Association for the stand taken at the Colorado convention in passing a resolution recommending that if the hour question was holding up the industry code approval, necessary modifications be favorably considered. The reply stated that apparently such changes were not required but that the Colorado recommendations would be kept in mind.

—Lucius S. Flint.

New Incorporations as Announced Within the Storage Industry

(Concluded from page 44)

Millan, president of Detroit Harbor Terminals, Inc., with which new corporation is affiliated.

New Jersey

Jersey City—Harborside Warehouse Co., Inc. Capital 1,000 shares of no par value stock. Attorney, Albert C. Wall, Jersey City.

Newark—Refrigerated Express Corporation. Refrigerated motor truck transit service. Capital 1,000 shares of no par value stock. Incorporators, Wilbur Nadel and Joseph Metsky. Representative, Phillip Nohemie, 744 Broad Street.

New York

Arverne—Deutsch Furniture & Trucking Co., Inc. Trucking and van service for household goods. Capital \$10,000. Incorporators, Sydney Deutsch and Herbert Deutsch, 7501 Boulevard.

New York City—American Storage, Packing & Removal Service, Inc. Storage warehouse and van service for household goods. Nominal capital \$1,000. Principal incorporator, George Kane, 30 Windsor Road, Richmond, Staten Island. Representative, R. E. Tenner, 51 Clark Street, Brooklyn.

New York City—Davis, Leopold & Co., Inc. Storage warehousing and trucking. Capital \$20,000. Principal incorporator, Clarence P. Goldberg, 120 E. 41st St.

New York City—Greenwich Warehousing Corporation. Storage of perishable products. Capital \$5,000. Incorporators, Kenneth R. Gregory and Frank C. Taylor, 120 Broadway.

New York City—Metropolitan Warehouse Preferred Corporation. Capital 20 shares of no par value stock. Incorporators, Edward D. Alexander, 104 E. 57th Street, Brooklyn, and Saul Gerber, 1423 President Street, Brooklyn.

New York City—Underwriters Storage Warehouse, Inc. Storage warehouse for household goods. Capital \$10,000. Incorporators, Harvey M. Lewin and J. E. Lenley, 274 Madison Avenue.

Utica—Central New York Distributors, Inc. Capital 200 shares of no par value stock. Incorporators, W. Chase Young, 2 Oxford Road, and Henry T. Dorrance, 14 Oxford Road, both New Hartford.

North Carolina

High Point—R. D. Fowler Transfer, Inc. Capital \$50,000. Incorporators, R. D. Fowler and S. F. Benner.

Ohio

Akron—Eastern Carloading & Distributing Corporation. Capital 250 shares of no par value stock. Incorporators, Francis A. McGinness, Charles D. Morrison and William D. Cooke. Representative, F. G. Cain, 938 Kenmore Boulevard.

Cleveland—East Cleveland Moving, Transfer & Storage, Inc. Capital 100 shares of no par value stock. Incorporators, Alfred H. Mills, Florence M. Mills

and W. H. Kahan. Representative, William H. Kahan, 335 Leader Building.

Texas

San Antonio—Merchants Ice & Cold Storage Co. Capital \$140,000. Incorporators include J. W. Goode.

Barton Elected President of Tulsa (Okla.) Terminal

ANNOUNCEMENT is made by the Tulsa Terminal Storage & Transfer Company, Tulsa, Okla., that A. C. Barton, identified with the warehouse and transportation industries for many years, has been elected the firm's president.

Formerly for eleven years an executive with the O. K. Transfer & Storage Co., Oklahoma City, Mr. Barton was until recently operations manager of the St. Louis Mart, Inc., St. Louis, Mo.

"Mr. Barton brings to this eastern Oklahoma concern," says the Tulsa company's announcement, "a thorough knowledge of the problems confronting



A. C. Barton, new president
of Tulsa Terminal

the public generally and business men particularly as regards storage and distribution of merchandise. His experience and reputation should add materially to the prestige and dependability of the Tulsa concern."

Federal Barge Line Freight Increases

A total of 110,009 tons more of freight was moved by the Federal barge lines for the Inland Waterways Corporation during the past five months than in the same period last year, according to figures released by J. W. Powell, comptroller of the corporation. For the period in 1933, he said, the amount of freight handled was 791,978 tons, as compared with 681,969 tons during the same period of 1932.

Obituary

Joseph E. Wuichet

JOSEPH E. WUICHET, son of Edward Wuichet, president of the Union Storage Company, Dayton, Ohio, was killed when his automobile crashed into a fence and overturned on the Middletown-Hartford turnpike near Rocky Hill, Conn., on Oct. 7. He was alone at the time. The car burst into flames but passing motorists removed his unconscious form and he died a few minutes later. A fence board had passed through the windshield and struck his head.

Mr. Wuichet was foreign trade secretary of the Manufacturers' Association of Connecticut and was educated at Yale University. His father is a director and a past president of the American Chain of Warehouses.

Byron L. Waddell

Death on Oct. 7 removed Byron L. Waddell, vice-president of the City Transfer & Storage Co., Long Beach, Cal. Gertrude Miller Meldrim, whom he married in 1927, is the firm's president. Mr. Waddell was formerly a resident of Vancouver, Canada.

Alfred Neues

Alfred Neues, long associated with the Brooklyn Bridge Freezing & Cold Storage Co., Inc., New York, as secretary and general manager, died at Westfield, N. J., on June 17.

E. P. Neylon

Edward P. Neylon, for many years warehouse manager of the St. Louis Refrigerating & Cold Storage Co., St. Louis, died at his home in St. Louis on Aug. 23.

Texts on Storage

Articles in the October issue of *Journal of Business* published by the University of Chicago include the following:

"The Use of Public Merchandise Warehouses in Chicago." By E. E. Ferebee. Of interest to warehouse operators, bankers and sales managers of national distributors.

"Profits and Losses in the Storage of Butter." By E. A. Duddy, professor of marketing in the School of Business, and D. A. Revzan, research assistant. Of interest to cold storage warehouse executives, produce exchange members, dairy producers, bankers and officers of co-operative marketing organizations.

Stork at Berger Home

A daughter was born on Oct. 6 to Mrs. Morris Berger, wife of the president of the John Rhodes Co., a household goods storage firm in Philadelphia. This first child in the family weighed seven pounds four ounces. It has been named Hilda Golda Berger.

WHERE TO BUY

The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help

you save and earn more in the operation of your business.

Should you not find listed or advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address.

Our desire is to serve you in every way we can.

Distribution and Warehousing
249 West 39th St., New York, N. Y.

ALARMS (Fire)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.

BOXES (Moving)

Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.
Backus, Jr., & Son, A.; Dept. 5, Trumbull & Fort St., Detroit, Mich.
Byrnes, Inc., W. L.; 446-448 E. 134th St., New York, N. Y. (Plane)
Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.
Lewis Co., G. B.; Watertown, Wis.
Miami Mfg. Co.; Peru, Ind.

BODIES (Van)

American Car & Foundry Co.; 30 Church St., New York, N. Y.
Bender Body Co.; W. 62nd & Denison Ave., Cleveland, Ohio.
Burch Body Co.; Rockford, Mich.
Cook Wagon Works, Inc., A. E.; 77 E. North St., Buffalo, N. Y.
Donigan & Nielson; 748-747 Third Ave., Brooklyn, N. Y.
Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.
Ertz & Sons Co., Wm.; Ashland & Fullerton Aves., Chicago, Ill.
Fitzgibbon & Crisp, Inc.; Trenton, N. J.
Gerstenglaser Co.; Wooster, Ohio.
Gudelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.
Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.
Kaiser & Sons, Inc., M. J.; 128 Van Buren St., Newark, N. J.
Maday, M.; 1756 Genesee St., Buffalo, N. Y.
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.
Niagara Body Co.; 8070 Main St., Buffalo, N. Y.
Proctor-Keefe Body Co.; 7741 Dix Ave., Detroit, Mich.
Schnefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.
Schukraft Truck Bodies; 1201 Washington Blvd., Chicago, Ill.
Tuckema Bros.; 1015 Harrison St., Flint, Mich.
U. S. Body & Forging Co., Inc.; 135 Tonawanda St., Buffalo, N. Y.
Whitfield & Sons; Penn Yan, N. Y.
Wiedman Body Co., Geo.; North Tonawanda, N. Y.

BOX STRAPPING (Machines and Supplies)

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.
American Steel & Wire Co.; Rockefeller Bldg., Cleveland Ohio. (strapping only)
Cary Mfg. Co.; Manhattan Bridge Plaza, Brooklyn, N. Y.
Gerrard Co., Inc.; 2915 W. 47th St., Chicago, Ill.
Harvey Spring & Forging Co.; Racine, Wis.
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanley Works; Grove Hill & Lake St., New Britain, Conn.
Tennant Sons & Co., C.; 19 W. 44th St., New York, N. Y.
Wire & Steel Products Co.; Van Brunt & Senbrink Sts., Brooklyn, N. Y.

BRINE

Solvay Sales Corp.; 61 Broadway, New York, N. Y.

CARPET CLEANING EQUIPMENT

Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Renters, stationary)
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment)
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Connersville, Ind.

CASTERS (Truck)

Adams Co.; Dubuque, Iowa.
American Caster Co.; 330 Washington St., Hamilton, Ohio.
Bassick Co.; 35 Austin St., Bridgeport, Conn.
Bond Foundry & Mch. Co.; Manheim, Lancaster County, Pa.
Buffalo Pulley & Caster Co., Inc.; 175 Breckenridge St., Buffalo, N. Y.
Clark Co.; George P.; 4 Canal St., Windsor Locks, Conn.
Colson Co.; Box 550, Elyria, Ohio.
Darnell Corp., Ltd.; P. O. Box 2008 Sta. B., Long Beach, Cal.
Divine Bros.; 101 Whitesboro St., Utica, N. Y.
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

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is 4 times as effective as plain water

Write for the Solvay booklet No. 8953

Solvay Calcium Chloride reduces evaporation to a minimum, prevents freezing, prevents water becoming foul.
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Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Jarvis & Jarvis; 200 S. Main St., Palmer, Mass.
Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.
Lansing Co.; 602 Cedar St., Lansing, Mich.
Lyon Iron Works, Inc.; Box A, Greene, N. Y.
Market Forge Co.; Garney St., Everett, Mass.
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.
New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.
Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.
Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.
Phoenix Caster Co.; S. State St., Indianapolis, Ind.
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.

CLOCKS (Time and Watchmen's)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.
 Detex Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)
 Howard Clock Co., E.; 206 Eustis St., Boston, Mass.
 International Time Recording Co.; 270 Broadway, New York, N. Y.
 Silberberg Co., Mortimer J.; 116 S. Michigan Ave., Chicago, Ill.
 Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.
 Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

CONTAINERS (Shipping)

Backus, Jr. & Sons, A.; Dept. 5, Trumbull & Fort Sts., Detroit, Mich.
 Bird & Son, Inc.; Mill St., East Walpole, Mass.
 Hummel & Downing; Milwaukee, Wis.
 King Stge. Whse., Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.
 Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.
 Lewis Co., G. L.; Watertown, Wis.
 Mt. Vernon Car & Mfg. Co.; Mt. Vernon, Ill.
 Truscon Steel Co.; Cleveland, Ohio.
 Wisconsin Box Co.; P. O. Box 297, Wausau, Wis.

CONVEYORS

Alvey-Ferguson Co.; 75 Biscay Ave., Cincinnati, Ohio. (Gravity)
 Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)
 Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)
 Brown Hoisting Mch. Co.; 4403 St. Clair St., N. E., Cleveland, Ohio.
 Chain Belt Co.; 736 Park St., Milwaukee, Wis.
 Clark Tractor Co.; Battle Creek, Mich.
 Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
 Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
 Lamson Co.; Syracuse, N. Y. (Portable and gravity)
 Link-Belt Co.; 309 W. Pershing Rd., Chicago, Ill. (Portable and gravity)
 Logan Co.; 201 N. Buchanan St., Louisville, Ky. (Portable, power and gravity)
 Loudon Mch. Co.; 1116 Broadway, Fairfield, Iowa.
 Mathews Conveyor Co.; 120 Tenth St., Ellwood City, Pa. (Gravity)
 McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary)
 Ogden Iron Works Co.; 2257 Lincoln Ave., Ogden, Utah.
 Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)
 Portable Machinery Co.; 17 Lakeview Ave., Clifton, N. J. (Portable)
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.
 Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)
 Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.

CORDAGE

Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y. (Flat)
 Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (Flat)
(See advertisement elsewhere in this issue)

COVERS (Paper Furniture)

Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.

COVERS (Piano)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
Canas Specialty Co., Inc.; 200 Canal St., New York, N. Y.
(See advertisement elsewhere in this issue)
 Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue)
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.
 Hettrick Mfg. Co.; D. W. 25 Summit & Magnolia Sts., Toledo, Ohio.
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
(See advertisement elsewhere in this issue)
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.
 Wilcox Co., M. L.; 210 Water St., Toledo, Ohio.

**COVERS (Truck)
(Tarpaulins)**

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.
 Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
 Boyle & Co., Inc., John; 112-114 Duane St., New York, N. Y.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Carnie-Gould Mfg. Co.; 26th & Penn. Kansas City, Mo.
 Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.
 Channon Co., H.; 149 N. Market St., Chicago, Ill.
 Clifton Mfg. Co.; Waco, Texas.
 Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.
 Ehrlick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.
 Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
 Hettrick Mfg. Co.; D. W. 25 Summit & Magnolia Sts., Toledo, Ohio.
 Hoegee Co., Inc., Wm. H.; 138 S. Main St., Los Angeles, Cal.
 Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
 Jacksonville Ship Chandlery & Awning Co.; Dept. H, 231-9 E. Bay St., Jacksonville, Fla.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
Powers & Co., 26th & Reed Sts., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
 Smith Co., Arthur F.; 139 Spring St., New York, N. Y.
 U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.
 The Wagner Awning & Mfg. Co.; 2658 Scranton Road, Cleveland, Ohio.
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

DOORS (Cold Storage, Elevator and Fire)

Born Co., H. A.; 208 N. Wabash Ave., Chicago, Ill. (Cold stge.)
 California Fpd. Door Co.; 1919 E. 51st St., Los Angeles, Cal. (Fire)
 Cornell Iron Works; 77 Marion St., Long Island City, N. Y. (Elev. and fire)
 Gillen-Cole Co.; 15th & Overton Sts., Portland, Ore. (Cold stge.)
 Harris-Prebble Door Co.; 228 N. LaSalle St., Chicago, Ill. (Fire)
 Jamison Cold Stge. Door Co.; P. O. Box 26, Hagerstown, Md. (Cold stge.)
 Kinner Mfg. Co.; 1270 Fields Ave., Columbus, Ohio. (Fire)
 Merchants & Evans Co.; 2035 Washington Ave., Philadelphia, Pa. (Fire)
 National Refrigerator Co.; 827 Koellin Ave., St. Louis, Mo. (Cold stge.)
 North American Iron Works; 116-136 57th St., Brooklyn, N. Y. (Fire)
 Peelle Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill. (Fire)
 Richmond Fpd. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)
 Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)
 Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio. (Elev.)
 Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill. (Cold stge. and fire)
 Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)
 Ward Refrig. & Mfg. Co.; 6501 S. Alameda St., Los Angeles, Cal. (Cold stge.)
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Elev.)
 Wilson Corp., J. G.; Box 1194, Norfolk, Va. (Fire)

ELEVATORS

Alvey-Ferguson Co., Inc.; 75 Biscay Ave., Oakley, Cincinnati, Ohio.
 Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)
 Otis Elevator Co.; Eleventh Ave. & 26th St., New York, N. Y.
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

ELEVATORS (Portable)

Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo.
 Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
 Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
 Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
 Link-Belt Co.; 2045 Hunting Park Ave., Philadelphia, Pa.
 Revolver Co.; 336 Garfield Ave., Jersey City, N. J.

EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.
 American Excelsior Corp., 1000-1020 N. Halsted St., Chicago, Ill.
 Orange Mfg. Co.; Elford, N. C.
 Phillips Excelsior Co.; Chattanooga, Tenn.
 Sheboygan Pad Co.; 1801-5 Erie Ave., Sheboygan, Wis.

EXTERMINATORS (Rat or Mice)

Copeland Sanitation Co.; 263 W. 54th St., New York, N. Y.
 Ratia Laboratory, Inc.; 116 Broad St., New York, N. Y.

EXTINGUISHERS (Fire)

American-La France and Foamite Corp.; 900 Erie St., Elmira, N. Y.
 Du-Gan Fire Extinguisher Corp.; 11 West 42nd St., New York, N. Y.
 Elkhart Brass Mfg. Co.; 1302 W. Beardsley Ave., Elkhart, Ind.
 Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.
 Pacific Fire Extinguisher Co.; 440 Howard St., San Francisco, Cal.
 Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.
 Safety Fire Extinguisher Co.; 299 Seventh Ave., New York, N. Y.
 Solvay Sales Corp.; 61 Broadway, New York, N. Y.
(See advertisement elsewhere in this issue.)

FREIGHT FORWARDERS (General)

Empire Freight Co. of N. Y., Inc.; 117 Liberty St., New York, N. Y.

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HOUSEHOLD GOODS and AUTOMOBILES
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Master Builders Co., 7016 Euclid Ave., Cleveland, Ohio

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Calcyanide Co.; 60 E. 42nd St., New York, N. Y.
Furniture Fumigation Corp., 500 Fifth Ave., New York, N. Y.
Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

HOISTS (Chain and Electric)

Atlas Trailer & Water Mufflers, Inc.; U. S. Natl. Bank Bldg., Galveston, Texas (Elec.)
Boston & Lockport Block Co.; 100 Conder St., East Boston, Mass. (Chain)
Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia, (Elec.)
Chisholm-Moore Hoist Corp.; 4036 Lakeside Ave., Cleveland, Ohio. (Chain)
Ford Chain Block Co.; Second & Diamond Sts., Philadelphia, Pa. (Chain)
Harrington Co.; Callowhill & 17th St., Philadelphia, Pa. (Chain and elec.)
Hobbs Co., Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass. (Chain and elec.)
Louden Mch. Co.; 1116 Broadway, Fairfield, Iowa. (Chain)
New Jersey Foundry & Mch. Co.; 9 Park Pl., New York, N. Y. (Chain)
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and elec.)
Roeper Crane & Hoist Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)
Wright Mfg. Co.; York, Pa. (Chain)
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa. (Chain and elec.)

INSECTICIDES

American Cyanamid Co.; 535 Fifth Ave., New York, N. Y.
Associated Textile Research Lab., 5416 No. 5th St., Phila., Pa.
Barrett Co.; 40 Rector St., New York, N. Y.
Calcyanide Co.; 60 E. 42nd St., New York, N. Y.
Carbide & Carbon Chemicals Corp., 30 E. 42nd St., New York, N. Y. (Gas)
Cenol Co., Dept. M; 4250-56 No. Crawford Ave., Chicago, Ill.
Copeland Sanitation Co.; 263 W. 54th St., New York, N. Y.
Enos Chemical Co.; 2367 Logan Blvd., Chicago, Ill.
Furniture Fumigation Corp., 500 Fifth Ave., New York, N. Y.
Girard Co., Inc., Felix, Fourth Ave. and Franklin, Minneapolis, Minn.
Gottlieb Chemical Co.; 148 W. 24th St., New York, N. Y.
Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.
Midway Chemical Co., 5235-5259 W. 65th St., Chicago, Ill.
Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.
Wells, E. S.; Jersey City, N. J.
West Disinfecting Co.; 42-16 Barn St., Long Island City, N. Y.
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
Wisard, Inc., 5235-5259 W. 65th St., Chicago, Ill.

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And then three more—it wouldn't hurt them
much—

If only to light up their drowsy eyes,
Bestir themselves and Start to advertise.

"Pop."

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Just as surely as the tail comes after the dog, new business follows in the wake of an efficient Calcyanide fumigation and extermination department. Yet a service of this type offers a steady income in itself . . . with a negligible investment. We will be glad to give you the names of fellow warehousemen already profiting by such a department . . . and show you how you, too, can cash in on this highly remunerative side-line.

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Home Office

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Take no risks—wrap carpets, rugs, draperies, etc., with WHITE TAR Paper. Forty inches wide, in rolls of from 50 to 1000 yards. Other White Tar products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

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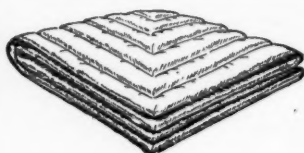
KOPPERS

Dept. W. Belleville Turnpike, Kearny, N. J.

Telephone: Kearny 3600

PADS (Canvas Loading)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.
 Chicago Quilt Mfg. Co.; 1357 Roosevelt Rd., Chicago, Ill.
 Ehrick & Co., Fred; 38th St. at Third Ave., Brooklyn, N. Y.
 Everlast Textile Mfg. Co. Inc.; 19 E. 21st St., New York, N. Y.
 Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.
 Hietrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
 Louisville Bedding Co.; Louisville, Ky.
 Maish Bedding Co., Clifford W.; 1501 Freeman Ave., Cincinnati, Ohio.
 Maish Co., (Thas. A.); 1133 Bank St., Cincinnati, Ohio.
 Malleta Textile Co.; 182 Mercer St., New York, N. Y.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
 New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.
 Olan Mfg. Co., M.; 258 Hudson Ave., Rochester, N. Y.
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
 Standard Garment Co.; Michigan & Orange St., Toledo, Ohio.
 Union Carpet Lining Co.; 230 Fifth Ave., New York, N. Y.
 Wagner Awning & Mfg. Co.; 2658 Scranton Rd., Cleveland, Ohio.
 Warner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.

**IRON HORSE**

Furniture Pads are now lower in price than at any time in SEVENTEEN YEARS.

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ORDER NOW FOR ALL 1933

Van Linings Grand Covers Tie-Tape

CANVAS SPECIALTY CO., Inc.
 200 CANAL ST. NEW YORK CITY



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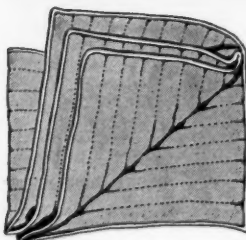
Fulco quilt-edge FURNITURE PADS



Highest quality — low prices! Easily distinguished by the strong, durable quilt-edge webbing across ends. Generous thickness assures perfect protection. Filler will never lump. Write today for 1933 prices on Pads, Tarpaulins, Burlap and Covers of all kinds.

Fulton Bag & Cotton Mills

Manufacturers Since 1870
 ATLANTA ST. LOUIS DALLAS
 MINNEAPOLIS BROOKLYN NEW ORLEANS KANSAS CITY, KAN.



Tarpaulins
 Truck Covers
 Awnings

POWCO FURNITURE PADS

CUT SIZE { 72 x 36", \$11.25 Doz.
 72 x 54", 15.50 Doz.
 72 x 72", 18.50 Doz.
 72 x 80", 19.50 Doz.

Quality pads, extra heavy cover, bound on all four sides, which means twice the service; lock-stitched, not chain stitched, prevents raveling.

Filler laid one way, stitched the opposite, prevents "thinning out" or "lumping." Made with cotton filler, gives extra thickness and permanent body.

Furniture Tape, 1 1/2" wide, \$1.45 per roll of 27 yards.

POWERS & CO. REED ST. 25TH TO 26TH PHILADELPHIA

DREADNAUGHT FURNITURE PADS

STANDARD**DREADNAUGHT FURNITURE PADS**

72"x80" cut size.....	@ \$25.00 per Doz.
54"x72" " "	20.00 " "
36"x72" " "	14.00 " "

Terms: 2/10/30 net, f.o.b. New Haven, Conn., on approved credit.

(Above prices include all tax and labor clauses)

We also make a Complete Line of FORM-FIT PADDED HOOD COVERS for every piece of Furniture.

Finest quality materials and construction go into our products.

America's Largest Pad Manufacturers Since 1910

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New Haven, Conn.

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 Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.
 Dupre Mfg. Co.; North Ave., N. E. & So. Ry., Atlanta, Ga.
 Excelsior Supply Co.; Second & Smith Sts., Cincinnati, Ohio.
 Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.
 Orange Mfg. Co.; Edland, N. C.
 Pioneer Paper Stock Co.; 424 W. Ohio St., Chicago, Ill.
 Rochester Pad & Wrapper Co.; 1464 Lyell Ave., Rochester, N. Y.
 Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.
 Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.
 Webster Bros. & Conover Mfg. Co.; Mason City, Iowa.

PAPER PACKING MATERIAL

Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.
 Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.
 Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.
 Pioneer Paper Stock Co.; 424 W. Ohio St., Chicago, Ill.
 Rochester Folding Box Co.; Boxart St., Rochester, N. Y. (Fibredown)

PAPER (Tar)

White Tar Co.; Dept. W, Belleville Turnpike, Kearney, N. J.
 (See advertisement elsewhere in this issue)

PARTITIONS (Steel)

Cyclone Fence Co.; Box 517, Waukegan, Ill.
 Ebinger Sanitary Mfg. Co., D. A., 180 Lucas St., Columbus, Ohio.
 Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
 Hauserman Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
 Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.
 Page Fence Assn.; Dept. Z, 520 N. Michigan Ave., Chicago, Ill.
 Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.
 Smith, P. P., Wire & Iron Works; Fullerton, Clybourn & Ashland Aves. & Chester St., Chicago, Ill.

PIANO DERRICKS AND TRUCKS

Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Trucks only)
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
 Self-Lifting Piano Truck Co.; Findlay, Ohio.
 (See advertisement elsewhere in this issue.)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

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PRINTING WAREHOUSE FORMS OF EVERY DESCRIPTION

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- We will gladly send on request The Milbin Portfolio of Standard Warehouse Forms, which contains the forms that should be used by all progressive warehouses.

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De Luxe Metal Furniture Co.; 205 E. 42nd St., New York, N. Y.
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
Heller & Sons, P. A.; 219 Griswold St., Detroit, Mich.
Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
Lipton's Sons Co., David; 2270 E. Allegheny Ave., Philadelphia, Pa.
Lyon-Metal Products, Inc.; Drawer 480, Aurora, Ill.
Market Forge Co.; Garney St., Everett, Mass.
Medart Mfg. Co., Fred; Pontiac & DeKalb Sts., St. Louis, Mo.
New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.
Revolver Co.; 886 Garfield Ave., Jersey City, N. J.

RECORDERS (Motor Truck)

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.
Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.
Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.
Stewart-Warner Speedometer Corp.; Diversey Blvd., Chicago, Ill.
U. S. Recording Instruments Corp.; 511 W. 54th St., New York, N. Y.
Veeder Mfg. Co.; 54 Sargent St., Hartford, Conn.

TRAILERS (Motor Truck)

Fruehauf Trailer Co.; 10936 Harper Ave., Detroit, Mich.
General Motors Truck Co.; Pontiac, Mich.
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Gramm Motors, Inc.; Delphos, Ohio.
Highway Trailer Co.; Edgerton, Wis.
Reo Motor Car Co.; Lansing, Mich.
Stoughton Co.; Stoughton, Wis.
Trailer Co. of America; 31st and Robertson, Cincinnati, Ohio.
Truck Equipment Co.; 1791 Fillmore Ave., Buffalo, N. Y.
Utility Trailer Mfg. Co.; Box 1407, Arcade Station, Los Angeles, Cal.

STENCIL CUTTING MACHINES

Bradley Mfg. Co., A. J.; 101 Beckman St., New York, N. Y.
Diagraph Stencil Mch. Corp.; 2913 Clark Ave., St. Louis, Mo.
Ideal Stencil Mch. Co.; 22 Ideal Block, Belleville, Ill.
Marah Stencil Mch. Co.; 35 March Bldg., Belleville, Ill.

TRUCKS (Hand)

American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa. (All steel stevedore)
Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky. (Platform)
Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill. (Lift, stevedore and platform)
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)
Chase Pdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.
Clark Co.; Geo. P.; 4 Canal St., Windsor Locks, Conn. (Lift, platform and stevedore)
Colson Co.; Box 550, Elyria Ohio. (Platform and stevedore)
Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)
Excelsior Pilmpruck Co.; Woodland Ave., Stamford, Conn. (Lift, platform and stevedore)
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Lift, platform and stevedore)
Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
Howe Scale Co.; Rutland, Vt.
Jarvis & Jarvis, Inc.; 200 S. Main St., Palmer, Mass.
Kent Machine Co.; Kent, Ohio.
Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill. (Lift, platform and stevedore)
Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

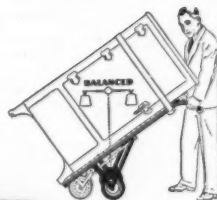
Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)
McKinney Mfg. Co.; Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevedore)
Marion Malleable Iron Works; Box 689, 928 Miller Ave., Marion, Ind. (Dolly)
Market Forge Co.; Garney St., Everett, Mass.
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis. (Lift and stevedore)
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
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Orangeville Mfg. Co.; Orangeville, Pa. (Stevedore)
Revolver Co.; 336 Garfield Ave., Jersey City, N. J. (Lift)
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Self-Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich. (Platform and dolly)
Streich & Bro., A.; 318 Eighth St., Oakshosh, Wis.
Transmission Ball Bearing Co., Inc.; 1005 Military Rd., Buffalo, N. Y. (Elevating and changeable platform)
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)
Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.
Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Platform and stevedore)
West Bend Equipment Co.; 200 S. Water St., West Bend, Wis.

TRUCKS (Refrigerator)

R & R Appliance Co., Inc.; 208 E. Crawford St., Findlay, Ohio.
Self-Lifting Piano Truck Co.; Findlay, Ohio.

Actual Use Will Prove to You

that the balance truck moves refrigerators with greatest ease. Ideal for heavy boxes, crates, stoves and furniture. Padded nose piece has instant, exact adjustment. Write today for details. Manufacturers of the Heavy Duty Caster X-70 Refrigerator Trucks and eleven styles of piano trucks.



Self-Lifting Piano Truck Co.

Findlay, Ohio

Manufacturers of Trucks Since 1901

TRUCKS (Tiering)

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Clark Tractor Co.; Battle Creek, Mich. (also lifting)
Crescent Truck Co.; 165 N. Tenth St., Lebanon, Pa.
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.
Excelsior Pilmpruck Co.; Woodland Ave., Stamford, Conn.
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
New Jersey Pdry. & Machine Co.; 9 Park Place, New York, N. Y.
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
Terminal Eng. Co., Inc.; 17 Battery Pl., New York, N. Y.
Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa.

VAULTS (Fumigation)

Calcyanide Co., 60 E. 42nd St., New York, N. Y.
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Furniture Fumigation Corp., 500 Fifth Ave., New York, N. Y.
Haskelite Mfg. Corp.; 205 W. Washington St., Chicago, Ill.

WAREHOUSE FORMS

Milbin Printing Co., Inc., 140 West 22d St., New York City.

WORK SUITS AND UNIFORMS

Carhartt-Hamilton Cotton Mills; Michigan Ave. & Kent St., Detroit, Mich.
Courtney & Son, Thomas; 310 Spring St., New York, N. Y.
Globe Superior Corp.; Lock Drawer C, Abingdon, Ill.
Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.
Hirsch-Wels Mfg. Co.; 205-209 Burnside St., Portland, Ore.
Isaac and Son, Wm.; 88 Bowers, New York, N. Y.
Lamb Mfg. Co.; 1301 Wabash Ave., Terre Haute, Ind.
Lee Mercantile Co., H. D.; 20th & Wyandotte Sts., Kansas City, Mo.
McDonald Mfg. Co., R. L.; Twelfth & Penn Sts., St. Joseph, Mo.
Motor Suit Mfg. Co.; 302 W. Ninth St., Kansas City, Mo.
Nunnally & McCrea Co.; 104-6 Mitchell St., S.W., Atlanta, Ga.
Oberman Mfg. Co., D. M.; P. O. Drawer 68, Jefferson City, Mo.
Oppenheim Bros.; 1107 Broadway, New York, N. Y.
Riseman & Son, John; 841 Blue Island Ave., Chicago, Ill.
Scott Mfg. Co., Cyrus W.; Houston, Texas.
Standard Garment Co.; Michigan & Orange Sts., Toledo, Ohio.
Strauss & Co., Levi; 98 Battery St., San Francisco, Cal.
Sweet Orr & Co.; 15 Union Square, New York, N. Y.
Waco Garment Mfg. Co.; P. O. Box 134, Waco, Texas.
Welch-Cook-Beals Co.; 321-29 S. Third St., Cedar Rapids, Iowa.
Zions' Co-oper. Merc. Institution; P. O. Box 2300, Salt Lake City, Utah.

WHEELS (Industrial Truck)

Divine Bros. Company; 101 Whitesboro St., Utica, N. Y.
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 Flagg Stgo. Whse. Co.
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 King Stgo. Whse., Inc.
 Troy
 Lee & Co., Wm.
 Utica
 Broad Street Whse. Corp.
 Jones-Clark Trucking & Stgo. Co.
 Watertown
 Marcy-Buck & Winslow, Inc.
 Yonkers
 McCann's Storage Whse. Co.

OHIO

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Akron
 City View Storage Co.
 Cotter Warehouses, Inc.
 Knickerbocker Whse. & Stgo. Co.
 Cincinnati
 Baltimore & Ohio Whse. Co.
 Cincinnati Terminal Whse., Inc.
 Consolidated Trucking, Inc.
 Pagels Storage Co., Fred
 Cleveland
 Cleveland Storage Co.
 Curtis Bros. Transfer Co.
 Distribution Term. & Cold Stgo. Co.
 Lederer Terminal Whse. Co.
 Lincoln Storage Co.
 Neal Storage Co.
 Ohio Terminal Co.
 Columbus
 Columbus Warehouses, Inc.
 Cotter Warehouse
 Fireproof Whse. & Stgo. Co.
 Merchandise Warehouse Co.
 Neilston Warehouse Co.
 Dayton
 Larkin Whse. & Stgo. Co., Thos. F.
 Marion
 Merchants Transfer Co.
 Wright Tfr. & Stgo. Co.
 Middletown
 Jackson & Sons Co.
 Springfield
 Wagner Whse. Corp.
 Steubenville
 Travis Company, E. L.
 Toledo
 Great Lakes Terminal Whse. Co.
 Toledo Term. Warehouse, Inc.
 Youngstown
 Herbert & Son Co., The Wm.

OKLAHOMA

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Enid
 Enid Tfr. & Stgo. Co., Inc.
 Oklahoma City
 Commercial Warehouse Co.
 O. K. Tfr. & Stgo. Co.
 Oklahoma Bonded Warehouse Co.
 Red Ball Tfr. & Stgo. Co., Inc.
 Tulsa
 Federal Storage Co.
 Hodges, Ppl. Whse., Joe
 Tulsa Terminal Stgo. & Tfr. Co.

OREGON

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Portland
 Colonial Warehouse & Tfr. Co.
 Holman Transfer Co.
 Northwestern Transfer Co.
 Oregon Transfer Co.
 Wilhelm Warehouse Co., Rudie

PENNSYLVANIA

Pages 87-90

Bethlehem
 Lehigh & New Eng. Term. Whse. Co.
 Denora
 Zofiro Tfr. & Stgo., Al
 Erie
 Erie Storage & Carting Co.
 Harrisburg
 Central Stgo. & Tfr. Co.
 Harrisburg Storage Co.
 Hazleton
 Kern's Transfer & Storage
 Jershtown
 Replogle Storage Co., I. D.
 Lancaster
 Keystone Exp. & Stgo. Co.
 Lancaster Storage Co.
 New Castle
 Keystone-Lawrence Tfr. & Stgo. Co.
 Oil City
 Carnahan Tfr. & Stgo.
 Philadelphia
 Atlas Storage Warehouse Co.
 Fenton Storage Co.
 Fidelity-20th Century Stgo. Whse.
 Hildenbrand Bros.
 Miller North Broad Stgo. Co.
 Terminal Warehouse Co.
 Pittsburgh
 Duquesne Warehouse Co.
 Haugh & Keenan Stgo. & Tfr. Co.
 Kirby Transfer & Storage Co.
 South Side Tfr. & Stgo. Co.
 White Terminal Co.
 Reading
 Columbian Warehouse Co.
 Scranton
 Post, Robert F.
 Quackenbush Whse. Co.
 Uniontown
 Keystone Transfer Co.
 Wilkes-Barre
 Merchants Warehousing Co.
 Wilkes-Barre Warehousing Co.
 Williamsport
 Williamsport Storage Co.

RHODE ISLAND

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Providence
 Cadby Moving & Storage Co.
 Jones Warehouses, Inc.
 Terminal Whse. Co. of R. I., Inc.

SOUTH CAROLINA

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Charleston
 Charleston Whse. & Fwdg. Co.

TENNESSEE

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Chattanooga
 Arrow Transfer & Stgo. Co.
 Knoxville
 Fireproof Stgo. & Van Co., Inc.
 Rowe Transfer & Stgo. Co.
 Memphis
 Poston Stgo. Whse., Inc., John H.
 Rose Warehouse Co.
 United Warehouse & Terminal Co.
 Nashville
 Bond, Chadwell Co.
 Central Van & Stgo. Co.
 Price-Bass Co.

TEXAS

Pages 91-92

Amarillo
 Armstrong Tfr. & Stgo. Co., Inc.
 Austin
 Scooby Ppl. Warehouse
 Beaumont
 Terminal Whse. & Stgo. Co.
 Brownwood
 Johnson Storage & Dist. Co.
 Corpus Christi
 Crocker Tfr. & Stgo. Co., Inc.
 Dallas
 American Tfr. & Stgo. Co.
 Dallas Tfr. & Terminal Whse. Co.
 Inter-State Ppl. Stgo. & Tfr. Co.
 El Paso
 Daniel Storage Co., R. L.
 Fort Worth
 Binyon-O'Keefe Ppl. Stgo. Co.
 O. K. Warehouse Co., Inc.
 Galveston
 Wiley & Nichols Co.
 Harlingen
 Jones Tfr. & Stgo. Co., Inc.
 Houston
 Patrick Tfr. & Stgo. Co.
 Universal Terminal Whse. Co.
 Westheimer Tfr. & Stgo. Co., Inc.
 San Antonio
 Merchants Tfr. & Stgo. Co.
 Muegge-Jenull Warehouse Co.
 Scooby Fireproof Stgo.
 Southern Transfer Co., Inc.
 Tyler
 Tyler Warehouse & Stgo. Co.
 Wichita Falls
 Tarry Warehouse & Stgo. Co., Inc.

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Ogden
 Western Gateway Stgo. Co.
 Salt Lake City
 Central Warehouse
 Jennings-Cornwall Whse. Co.
 Security Stgo. & Com. Co.

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 Hotchkiss, J. M.

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 Bell Storage Co., Inc.
 Petersburg
 Petersburg Bonded Whse. Corp.
 Richmond
 Brooks Tfr. & Stgo. Co., Inc.
 Roanoke
 Pitzer Transfer Corp.
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WASHINGTON

Pages 93-94

Bellingham
 Freeman Transfer
 Seattle
 Eyles Tfr. & Whse. Co., Inc.
 Lyon Van & Stgo. Co.
 Olympic Whse. & Cold Stgo. Co.
 Taylor Edwards Whse. & Tfr. Co., Inc.
 United Warehouse Co.
 Winn & Russell, Inc.
 Spokane
 Spokane Tfr. & Stgo. Co.

WISCONSIN

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Eau Claire
 Eau Claire Warehouses Co.
 Green Bay
 Brown County Whse., Inc.
 LaCrosse
 Gateway City Tfr. & Stgo. Co.
 LaCrosse Terminal Whse. Co.
 Milwaukee
 Atlas Storage Co.
 Carlson Storage Co.
 Hansen Storage Co.
 Lincoln Fireproof Whse. Co.
 Racine
 Racine Stgo. & Tfr. Co.

CANADIAN WAREHOUSE SECTION

BRITISH COLUMBIA

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Vancouver
 Johnston National Stgo. Ltd.

MANITOBA

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Winnipeg
 Ferguson Bros. Stgo.
 Security Storage Co., Ltd.

ONTARIO

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Toronto
 Canadian Rail & Harbour Terminals, Ltd.
 Pickard, Ltd., W. J.
 Tippet-Richardson, Ltd.

QUEBEC

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Montreal
 Morgan Trust Co.
 National Terminals of Canada, Ltd.
 Westmount
 Westmount Tfr. & Stgo., Ltd.

WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns



"Andy Says"



THE work of compiling the 1934 Annual Warehouse Directory issue of *Distribution and Warehousing* is now in its second month of preparation. Few can appreciate the immense amount of effort required to gather the facts and information necessary to put this issue to press.

Each edition contains tens of thousands of changes, making necessary a complete reset of every word in each and every listing. Almost no listing of any company appears exactly as it appeared in the previous year's Directory issue. This is one good and important reason for its inestimable value to those who use it as a dependable compilation of the public warehousing industry of the United States and Canada.

It is with considerable pride that we can assure our readers that the 1934 edition will be edited with the same care as any issue in the past, and we will do so with the complete assurance that this next edition will be needed and valued more than any previously published, because of the mortality rate during this past year and the larger number of major changes in the personnel of the institutions that go to make up this important industry.

This edition enjoys a year-round value that cannot be over-emphasized among both its readers and its advertisers. To take part in its production as an advertiser, is to place your announcement of the services you have to render as a warehouseman, in the one place where every shipper and user of warehouse space expects to find you.

If you plan to continue your warehousing business next year, reserve space for your advertising in the 1934 Directory issue, the forms of which will go to press early in December—your reservation at this time means that the space you use will be made a concrete part of this important issue now in the making, and at a nominal cost will place and keep *your* company name and its services before shippers throughout the coming year.

Let nothing influence you against the keen necessity of advertising your business during this vital reconstruction period. You alone can determine the extent of your advertising, but let "D & W" do its part for you in 1934.

Andy

CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

Nov. 11	Indiana, Motor Truck Association of	Indianapolis	January	National Furniture Warehousemen's Association	To be announced
Nov. 16-18	Southern Warehousemen's Association	Atlanta	January	New Jersey Furniture Warehousemen's Association	Newark
Nov. 17-18	Midwest Warehouse & Transfermen's Association	Omaha	January	New Jersey Merchandise Warehousemen's Association	Newark
December	Detroit Furniture Warehousemen's Association	Detroit	January	New York Furniture Warehousemen's Association	New York City
December	Grand Rapids, Transfer & Storage Men's Assoc'n of	Grand Rapids	January	New York Warehousemen's Association of Port of	New York City
December	Illinois Association of Merchandise Warehousemen	Chicago	January	San Francisco Warehousemen's Assoc'n of Port of	San Francisco
December	Michigan Furniture Warehousemen's Association	To be announced	January	Toronto Cartage & Warehousemen's Association	Toronto
January	Jacksonville Warehousemen's Association	Jacksonville	Jan. or Feb.	American Warehousemen's Association	To be announced
January	Memphis Warehousemen's Association	Memphis	Feb. 7-10	Mayflower Warehousemen's Association	Indianapolis

WAREHOUSE DIRECTORY

BIRMINGHAM, ALA.

1880—Over Fifty Years of Honorable Service—1933

HARRIS TRANSFER and WAREHOUSE CO.**FIREPROOF WAREHOUSES**MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKINGPrompt Service—Accurate Accounting
First Avenue, at 13th Street, South

Members: A. W. A., N. F. W. A., So. W. A., A. L. A. T. & W. A.

BIRMINGHAM, ALA.**Hess-Strickland Transfer & Storage Co.**

1500-1502 Ave. B So.

MERCHANDISE STORAGE HAULING & PACKING
POOL CAR DISTRIBUTION PRIVATE SIDING
SPRINKLERED BUILDING

A.W.A.

Members

So. W.A.

BIRMINGHAM, ALA.**STRICKLAND****Transfer & Warehouse Co.**

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.**BIRMINGHAM, ALA.**

MEMBER

**WITTICHEN****Transfer & Warehouse Co.**

Fireproof Warehouse

Household Goods and Merchandise

Agents: Aero Mayflower Transit Company

MOBILE, ALA.**Merchants Transfer Company**

16 South Commerce St.

Heavy Hauling

Pool Cars and General Merchandise—Bonded

Ample Responsibility—Prompt Accounting

All Railroads

MONTGOMERY, ALA.**ALABAMA TRANSFER & WAREHOUSE CO.**

121-129 Randolph St.

Bonded

Merchandise Storage & Distribution

Members

N.F.W.A.—A.W.A.—So.W.A.—A.C.W. & A.V.L.

MONTGOMERY, ALA.**MOELLER TRANSFER & STORAGE CO.**

210-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rate

Bonded

Trucking Service

Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

PHOENIX, ARIZONA

H. W. CHAMBERS, PRESIDENT

Chambers Transfer and Storage Co.

301 South Fourth Avenue

Storing and Packing Moving and Shipping
Warehousing and Distribution service for merchan-
dise and furniture.

Sprinklered warehouse—Insurance rate 45c.

Member—N. F. W. A.

PHOENIX, ARIZONA**The Lightning Moving &
Storage Co.****TRANSFER
AND
STORAGE**Storage capacity 68,000 sq. ft. General receiving and
forwarding agents. Pool car distribution our specialty.**TUCSON, ARIZONA****Tucson Warehouse & Transfer Co.**

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

FORT SMITH, ARK.W. J. ECHOLS, Jr.
PresidentW. J. ECHOLS
Vice-PresidentJ. MONTAGUE WILLIAMS
Manager**ARKANSAS WAREHOUSE COMPANY**

General Merchandise Storage. Forwarding. Pool Car Distribution.

55,000 Square Feet Floor Space.

Modern Fire Proof Building. Sprinkler Equipped.

Lowest Insurance Rate.

On St. Louis, San Francisco Railroad Reciprocal Switching.

FORT SMITH, ARK.**O.K. TRANSFER & STORAGE CO.**

Rogers Ave. and 2nd St.

FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty

**LITTLE ROCK, ARK.****COMMERCIAL WAREHOUSE CO.**

801-7 East Markham St.

"A Complete Service"

Modern Offices—Storage—Drayage and Distribution
Located in the heart of the wholesale and shipping
district.Fireproof Sprinklered
Private Railroad SidingLow Insurance
Quick Service

LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household Storage



Absolutely
Fireproof
Low
Insurance
Rates
Pool Car
Distribution
Compartment
for household
Goods

NEW TERMINAL WAREHOUSE CO.
LITTLE ROCK ARKANSAS

Member American Warehousemen's Association
American Chain of Warehouses.



TEXARKANA, ARK.

Hunter Transfer & Storage Co.

319 E. Front St.

Texarkana, Ark.



Pool Cars Distributed, Merchandise and
Household Goods Storage, Trucking.



LONG BEACH, CAL.

FIREPROOF WAREHOUSE

HOUSEHOLD
GOODS

MERCHANDISE

STORAGE AND
DISTRIBUTION



LOS ANGELES, CAL.

1335 S. Figueroa St.

Our Responsibility
Your Guarantee

We own and operate
depositories in
principal cities of
California.

BEKINS
VAN & STORAGE CO.

MOVING — SHIPPING — PACKING — STORING
HOUSEHOLD GOODS & MERCHANDISE.

LOS ANGELES, CAL.

EFFICIENT WAREHOUSING
and DISTRIBUTION

CALIFORNIA WAREHOUSE CO.

837 TRACTION AVE.



Sprinklered Concrete
Building
Central Location
Spur Tracks
Low
Insurance
Cartage
Service
Merchandise
Exclusively

Specialist in Food Distribution

LOS ANGELES, CAL.

316 Commercial Street

Los Angeles Warehouse Company

Household Goods and Merchandise

Consign your shipments for Hollywood, Beverly
Hills, and Los Angeles direct to us. We will insure
you satisfied customers. A complete service.

LOS ANGELES, CAL.



**METROPOLITAN
WAREHOUSE CO.**

Merchandise Warehousing
and Distribution

Reinforced Concrete Building
Centrally Located in Metropolitan District
Fire Insurance Rate 15.3 Cents

Offices for Rent

1340-1356 EAST SIXTH STREET, LOS ANGELES

Mail Address: P.O. Box 570, Arcade Station

LOS ANGELES, CAL.

Pacific Commercial Warehouse, INC.

Owned and Operated by
J. D. & A. B. Spreckels Investment Co. of San Francisco
California

Centrally located — Uncongested district
Loading dock accommodations for 22 trucks

GENERAL MERCHANDISE STORAGE

POOL CAR DISTRIBUTORS

Complete Warehousing & Trucking Service
Cyanide Fumigating—Carload Capacity

923 East Third St., Los Angeles, California

LOS ANGELES, CAL.

We Solicit Your Shipments and
Pool Car Distribution

PRUDENTIAL
STORAGE AND MOVING CO.

1619 SOUTH VERMONT AVE.
FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS
Members: California Van & Storage Association
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

1817-1855 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE
Storage Distribution Drayage

Represented by Distribution Service

240,000 Square Feet
New York



56 Motor Trucks
Chicago San Francisco

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete
and efficient Warehouse and Distribution Service in the West.
Insurance Rate as low as 14.4 cents per \$100 per year.
Daily motor truck service to all parts of the city and Los Angeles
Harbor.

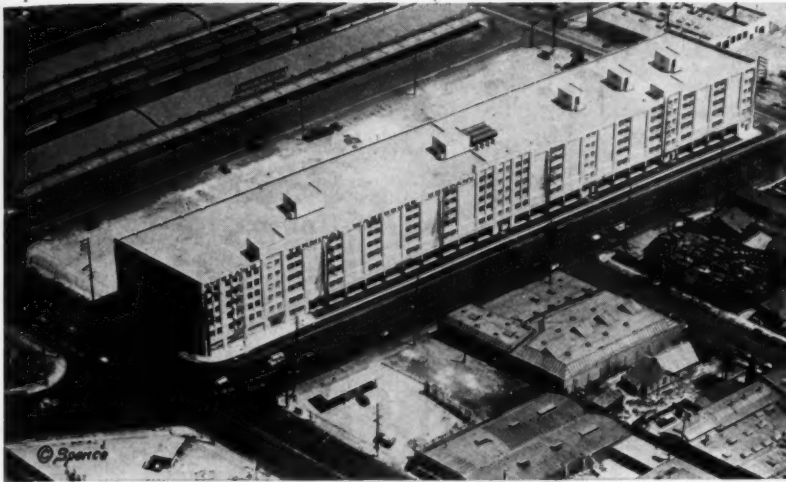
The Men Who Distribute

'Jantzen Bathing Suits'

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

LOS ANGELES, CAL.

SERVED BY THE UNION PACIFIC



HANDY TO THE TRADE AT
NINTH and ALAMEDA STREETS, LOS ANGELES

Overland Terminal Warehouse Co.

MANAGEMENT AND OPERATION IN ASSOCIATION WITH

CROOKS TERMINAL WAREHOUSES

CHICAGO

417 West Harrison Street

KANSAS CITY

1104 Union Avenue

General Merchandise Storage
City and Suburban Deliveries
Cool Room Accommodations

"Vacufume Process" Plant
for
Insect Control in Foodstuffs
OPERATED BY
THE VACUFUME COMPANY, LTD.

FLOOR SPACE FOR LEASE
ATTRACTIVE OFFICES
DISPLAY ROOMS

22 Truck Doors
Insurance Rates as low as 12.2c.
7 High Speed Elevators

LOS ANGELES, CAL.

Make Westland Warehouses

Your Distribution Headquarters
in So. California

Member, A. W. A.,
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.
Service

Westland
Warehouses, Inc.
4814 Loma Vista Ave.,
Los Angeles, Calif.
Room 1305
38 So. Dearborn St.
Chicago, Ill.



LOS ANGELES HARBOR



MERCHANDISE AND COMMODITY WAREHOUSING
AT SHIPSIDE

LOS ANGELES HARBOR

80,000 square feet on one floor adjoining docks of American-Hawaiian, Williams Line, McCormick, Munson and Oceanic & Oriental Steamship Lines.

DIRECT HANDLING BETWEEN SHIPS AND WAREHOUSE.
Combining increased efficiency with low tariff.
Redistribution by water, rail and truck lines.

Inquiries solicited from responsible firms interested in term
leasing of manufacturing and distribution facilities built to specifi-
cation on adjoining land.

CITY AND HARBOR WAREHOUSE, LTD.

P. O. Box 158

Wilmington (Los Angeles Harbor), Calif.

Value When You Go To
PHILADELPHIA

600 ROOMS
BATHS
A ROOM and
A BATH
For TWO and
A HALF

\$2.50 SINGLE
WITH BATH
\$4.00 DOUBLE
WITH BATH

**HOTEL
PENNSYLVANIA**
39 7th AND CHESTNUT STS., PHILADELPHIA

SAN FRANCISCO, CALIF.

FARNSWORTH & RUGGLES

(Established in 1859)
109 DAVIS STREET
WAREHOUSING GENERAL MERCHANDISE
Pool Car Distribution Motor Truck Fleet
Terminal at First, Brannan and Federal Streets
In the heart of the shipping district

SAN FRANCISCO, CAL.

GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.
OPERATED IN CONJUNCTION WITH
OVERLAND FREIGHT TRANSFER CO.
AND
TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

CONSIGN TO
THE HASLETT WAREHOUSE CO.
280 Battery St., San Francisco
Operators of the most complete warehouse and distribution system in the
San Francisco Bay area.
STORAGE—CARTAGE—COLD STORAGE (OAKLAND)
FIELD WAREHOUSING—FAST TRANSBAY DELIVERY SERVICE
S. M. HASLETT, President
Member American Warehousemen's Assn.
Member American Chain of Warehouses, Inc.

SAN FRANCISCO, CAL.



**A Complete Service for the
Warehousing
and Distribution
of General
Merchandise**

Warehousing, Distribution, Draying, Office Accommoda-
tions, Telephone Service. Space for Lease

San Francisco Warehouse Co., 625 Third Street
Member: American Warehousemen's Association
Distribution Service, Inc.

STOCKTON, CAL

**CALIFORNIA FIREPROOF STORAGE
& TRANSFER CO.**

General Transfer and Storage—Crating, Packing and Shipping.
Pool Car Distributors.
Warehouse and Office: 721-29 N. Union St., Stockton, Cal.

DENVER, COLO.

THE MERCHANTS STORAGE & TRANSFER CO.

F. C. BARTLE, Pres. INC. 1912
1534 16th Street, Denver
GENERAL MERCHANDISE STORAGE AND
POOL CAR DISTRIBUTION
SPRINKLER SYSTEM WAREHOUSE
FREE SWITCHING FROM ALL RAILROADS
Correspondence Solicited

DENVER, COL.

We offer a complete service—Merchandise and House-
hold Goods Storage, Pool Car Distribution, Moving, Pack-
ing and Forwarding.

Loans Negotiated, Office Rentals for Brokers, Agents
and Distributors. Our Traffic Department will willingly
help you with your distribution problems.

We also operate the Weicker Transportation Co., a
statewide daily motor freight service under regulation of
the Public Utilities Commission.

Connections with Interstate Truck Lines to
Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug
Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO

1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

PUEBLO, COLO.

U. S. Bonded and Licensed Under Federal Warehouse Act.

**BURCH WAREHOUSE AND
TRANSFER CO. INC.**

General Office and Warehouse
200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building
Freight Forwarding and Distribution
Household and Merchandise Storage

PACKING AND SHIPPING

Member of N.F.W.A.—A.W.A.—Colo. W.A.

BRIDGEPORT, CONN.

E. G. Mooney, Pres. J. W. Connelly, Vice-Pres.

Hartford Despatch and Warehouse Co.

1337 Seaview Avenue

STORAGE AND DISTRIBUTION SERVICE WITHIN 150-MILE
RADIUS. SPECIAL FACILITIES FOR STORING, MOVING,
PACKING AND SHIPPING OF HOUSEHOLD EFFECTS.
ALSO WAREHOUSES AT SPRINGFIELD, MASS., AND
HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.

The Men Who Distribute

Linde Air Products

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

HARTFORD, CONN.

E. G. Mooney, Pres.

J. W. Connelly, Vice-Pres.

Hartford Despatch and Warehouse Co.

252 Asylum St., Hartford, Conn.

A modern storage and distribution service. Sixteen sepa-
rate buildings. Fireproof and non-fireproof construction.
Twenty-four car private siding. Daily deliveries via rail,
boat, motor truck, to all principal towns and cities within
150 mile radius, private rooms for storage of furniture and
special facilities for moving, packing, crating and shipping
of household effects. Also warehouses at Bridgeport, Conn.,
and Springfield, Mass.



Member of A. W. A., N. F. W. A.,
A. C. W., Hartford Chamber of
Commerce, Hauling Member of the
Allied Van Lines, Inc.



MIDDLETOWN, CONN.

Fireproof Storage

J. W. Rogers, Incorporated

R. R. Siding
Storage

Office Fagan Ave.

Boat Facilities

Household Goods in Separate Rooms

Crating

Packing

Shipping

Long Distance Moving

The Men Who Distribute
Pet Evaporated Milk

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

NEW HAVEN, CONN.



M. E. Kiely, Mgr.
DAVIS STORAGE COMPANY
335 East St., New Haven, Conn.
Modern Fireproof Merchandise Warehouse.
Private seven-car siding, adjacent to Steamship and R. R. Terminals.
Pool and stop over cars distributed.
Motor Truck Service to all towns in Connecticut.
Low Insurance Rate. Prompt, Efficient Service.

NEW HAVEN, CONN.

STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—Low insurance rates—15 car siding—Central location—*Daily truck delivery service* covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, CWA, MTA of C,
New Haven Chamber of Commerce,
Hauling member Allied Van Lines, Inc.



NEW LONDON, CONN.

GARDNER STORAGE CO.

18 BLACKHALL STREET
PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE
Members: Conn. Warehousemen's Assn.
Nat. Furniture Warehousemen's Assn.

NEW LONDON, CONN.

J. F. SULLIVAN STORAGE CO.

Office: 158 Garfield Ave.

STORAGE WAREHOUSE
HOUSEHOLD GOODS, STORAGE, PACKING, SHIPPING
LOCAL AND LONG DISTANCE, MOVING AND TRUCKING.
MEMBER: CONN. WAREHOUSEMEN'S ASS'N.

STAMFORD, CONN.

STAMFORD Wm. H. Schaefer & Son, Inc.
DARIEN Storage Warehouse
NEW CANAAN Facilities for Handling,
OLD GREENWICH Packing, Receiving and Shipping
NOROTON and Distribution

WESTPORT, CONN.

NORWALK
SO. NORWALK
WESTON
SOUTHPORT

E. C. NASH

Storage Warehouses
Household Goods
Storage Packing Shipping
Gen. Merchandise Storage
Pool Car Distribution



WASHINGTON, D. C.

Acme Moving and Storage Company

4618 14th Street, N. W., Washington, D. C.

Phones: Georgia 7000 Nights: Adams 1907
Consign all shipments via B. & O. R. R.
Storage—Moving—Packing—Shipping
Customs Brokers Removals to all foreign
Foreign Freight Forwarders countries

WASHINGTON, D. C.



E. K. MORRIS, President

**FEDERAL STORAGE
COMPANY**

1707 FLORIDA AVENUE

(See Page Advertisement Directory Number)

WASHINGTON, D. C.

*Absolutely
Fireproof*

**MOVING
PACKING
SHIPPING**

Pool Car
Distribution
General Hauling

Merchants Trans-
fer & Storage Co.
920-922 E. St., N. W.



WASHINGTON, D. C.

**Modern
Fireproof
Building**

LONG
DISTANCE
MOVING

PACKING
STORING
SHIPPING



SMITH'S

TRANSFER & STORAGE CO., INC

1313-15-17-19-21 You Street, N. W.

Member—National Furniture Warehousemen's Association

WASHINGTON, D. C.

General Merchandise Storage

Pool Car Distribution—City Delivery Service

Direct Switching Connections into Warehouse
Pennsylvania Railroad

Terminal Refrigerating & Warehousing Corporation
4½ and D Streets, Southwest

WASHINGTON, D. C.

H. J. KAPPLER, Supt.

**THE TERMINAL STORAGE COMPANY
OF WASHINGTON**

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square
feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association

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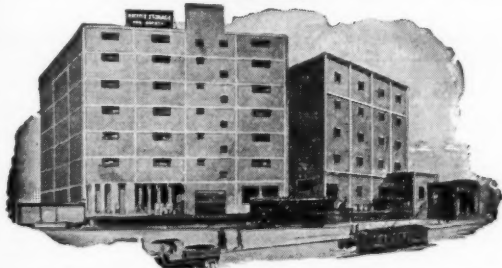
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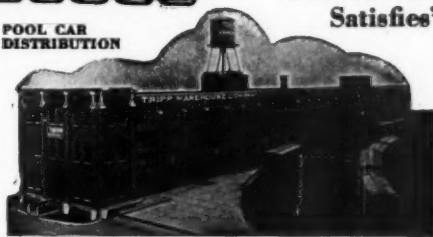
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Fireproof Storage of All Kinds

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**MERCHANDISE STORAGE
DISTRIBUTION**A SUPERIOR SERVICE REASONABLY
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Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
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Complete Warehousing and Distribution Service for
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Sprinklered storage—
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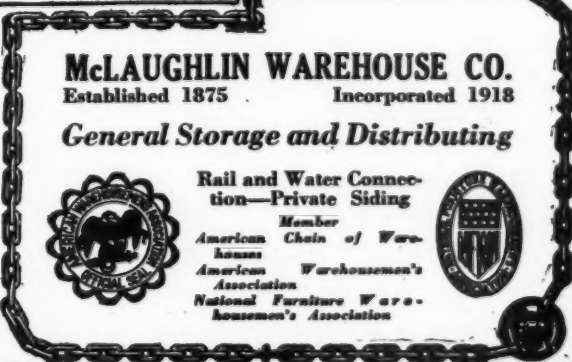
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when you call on us to serve them in New Orleans.
Members—N.F.W.A. and A.W.A.

NEW ORLEANS, LA.

NEW ORLEANS, LA.
2nd PORT, U. S. A.
All cement warehouses, low insurance, low handling costs.
Located on Mississippi River—Shipline connection.
Electrical unloading and piling devices provided to eliminate damage
in handling.
Excellent switching connections, with all lines entering New Orleans.
INDEPENDENT WHSE. CO., Inc.
New Orleans, La.

BANGOR, MAINE



McLAUGHLIN WAREHOUSE CO.
Established 1875 Incorporated 1918
General Storage and Distributing
Rail and Water Con-
nection—Private Siding
Member
American Chain of Ware-
houses
American Warehousemen's
Association
National Furniture Ware-
housemen's Association

PORTLAND, MAINE

Galt Block Warehouse Company
Portland, Maine
Storage, General Merchandise, Household Goods and Automobiles
Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.
Office, 20 Commercial St., Portland, Maine
J. S. SAWTELLE, Manager

BALTIMORE, MD.

For Details See Directory Issue
Distribution and Warehousing

BALTIMORE FIDELITY WAREHOUSE CO.

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses
Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding
Private Siding Western Maryland Railway

BALTIMORE, MD.

Established 1905 THOS. H. VICKERY, Pres.

FIREPROOF WAREHOUSE

**BALTIMORE
STORAGE CO.**

MEMBER



Charles and 26th Sts.

Every facility for the handling of your shipments

BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Established 1896
Branch Offices: N. Y., Wash., Phila., Norfolk

**DAVIDSON
TRANSFER AND STORAGE CO.**

Offering the most complete Moving, Hauling and Freight Service in Baltimore
Handling Distribution of Nationally Known Products for 36 Years
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily

"U. S. Customs Bonded Drayman"

Member of Maryland Furniture Warehousemen's Ass'n

BALTIMORE, MD.

FIDELITY

STORAGE CO.

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served
All Collections Promptly Remitted

MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise
Maryland Furniture Warehousemen's Association
National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse

MARTIN J. REILLY, PRES.

A. BERNARD HEINE VICE-PRES.

BALTIMORE, MD.

J. NORMAN GEIPE,
Pres. & Treas.

Norman Geipe
Inc.

Fireproof Storage Warehouses

General Offices: 524-530 West Lafayette Ave.

HOUSEHOLD GOODS AND
MERCHANDISE

25 VANS QUICK DELIVERIES
LONG DISTANCE MOTOR FREIGHT



BALTIMORE, MD.

Merchandise—Storage

McCormick Warehouse Co., Inc.

McCormick Bldg.

Rail Connections

BALTIMORE, MD.

**SECURITY
STORAGE CO.**

15 W. NORTH AVE.

FIREPROOF MODERN WAREHOUSE

MOTOR VAN SERVICE

EFFICIENT AND COURTEOUS MANAGEMENT

BALTIMORE, MD.

Satisfactory service guaranteed

**The Terminal Warehouse Company
of Baltimore City**

has received, stored and distributed merchandise
since the year 1893

The four warehouses operated by the Company have Pennsylvania Railroad sidings and one has also a steamship pier extending into the harbor.

BOSTON, MASS.

BANKERS WAREHOUSE COMPANY

24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage

N. Y., N. H. & H. Private Siding

Pool Car Distribution

Member Mass. W. A.

BOSTON, MASS.

FOR BOSTON and VICINITY

Use This Complete Service

Every modern facility for handling
shipments of household goods to
Boston, including special equip-
ment for lift vans and containers.

T. G. BUCKLEY Co.

690 Dudley St.

Boston

Members—N. F. W. A.—Mass. W. A.—A. V. L.—Can. W. A.
Operating Dorchester Fireproof Storage Warehouse

The Men Who Distribute

Schlitz Beverages

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

BOSTON, MASS.

CONGRESS STORES, INC.

PERSONAL
SERVICE

GENERAL
MERCHANDISE STORAGE

CENTRAL
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

38 STILLINGS ST.

BOSTON

BOSTON, MASS.

WIGGIN TERMINALS, Inc.

50 Terminal St.

Boston (29)

Mass.

STORAGE

B. & M. R.R.
Mystic Wharf,
Boston

N. Y., N. H. & H. R.R.
E. Street Stores
South Boston

BOSTON, MASS.

Established 1830

D. S. WOODBERRY CO.

P. O. Box 57, North Postal Station, Boston

FORWARDERS & STORAGE

*Pool Car Distribution Specialists for New England
Boston & Maine R. R. Siding*

BOSTON, MASS.

ESTABLISHED 1896
MEMBER
MASS. W. A. — N. E. W. A.

PACKING
MOVING
D.W. **DUNN** CO.
STORING
SHIPPING

COMPLETE WAREHOUSING FACILITIES
(CONTAINER SERVICE)

48 Bromfield St.

3175 Washington St.

BOSTON, MASS.

CHARLES RIVER STORES
131 Beverly Street
Boston and Maine R. R.

ALBANY TERMINAL STORES
137 Kneeland Street
Boston and Albany R. R.

FRANCIS FITZ WAREHOUSE
30 Pittsburgh Street
N. Y., N. H. and H. R. R.

DIVISIONS OF

FITZ WAREHOUSE

AND

DISTRIBUTING CO.

GENERAL MERCHANDISE
STORAGE

Free and Bonded Space

-:-

Pool Car Service

Successors to

FRANCIS FITZ CO. AND THE GENERAL STORAGE
DIVISION OF QUINCY MARKET COLD
STORAGE AND WAREHOUSE CO.

*Rail and Motor Truck Deliveries
to All Points in New England*

BOSTON, MASS.

Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.
Hoosac Stores, Hoosac Docks, Charlestown, Mass.
Warren Bridge Warehouse, Charlestown, Mass.

FALL RIVER, MASS.

BOSTON, MASS.

NEW BEDFORD, MASS.

PROVIDENCE, R. I.

NEWPORT, R. I.

Direct R. R. Siding N. Y., N. H.
& H. R. R.

Keogh Storage Co.

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking.

FALL RIVER, MASS.

NEW BEDFORD, MASS.

WATUPPA, MASS.

Mackenzie & Winslow, Inc.

78 Fourth St.

General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

PITTSFIELD, MASS.

Mills Storage and Warehouse Co.

PUBLIC BONDED WAREHOUSES

Household Goods, Pianos, Trunks and Merchandise

Separate Rooms

Steam Heat

Electric Lights

Elevator Service

Insurance and Transportation Supplied

Household Goods Packed and Shipped to All Points

Tel. Connection, Mills Buildings, 328 North St., Pittsfield, Mass.

SPRINGFIELD, MASS.

Atlantic States Warehouse and Cold Storage Corporation

385 LIBERTY ST.

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrous Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.

Member { A. W. A.
M. W. A.

*Daily Trucking Service to
suburbs and towns within a
radius of fifty miles.*

SPRINGFIELD, MASS.

Connecticut Valley Storage Warehouse Company

79 Page Blvd., Springfield, Mass.

General Merchandise Storage

"We specialize in service."

Our service includes everything that a manufacturer, distributor, broker or agent
desires for himself or his customers.

B. & A. R. R. Siding—New Haven and B. & M. Connections
Reference—Any Springfield Bank.

SPRINGFIELD, MASS.

E. C. Mooney, Pres. J. W. Connolly, V.-Pres.

Hartford Despatch and Warehouse Co.

88 Birnie Avenue

STORAGE AND DISTRIBUTION SERVICE WITHIN 150-MILE
RADIUS. SPECIAL FACILITIES FOR STORING, MOVING
PACKING AND SHIPPING OF HOUSEHOLD EFFECTS.
ALSO WAREHOUSES AT BRIDGEPORT AND HARTFORD
CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.



SPRINGFIELD, MASS.

J. J. Sullivan The Mover, Inc.

Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing, Shipping

Pool Car Distribution of All Kinds

Fleet of Motor Trucks

Hauling Agent: Allied Van Lines, Inc.



CADILLAC, MICH.

Best service in Northern Michigan

Private siding, Free switching service.

Moving—Packing—Storage

CADILLAC STORAGE & TRANSFER CO.

607 Wood Street

Cadillac, Mich.

DETROIT, MICH.

M. F. Baler, Pres.

BAIER TRANSFER & STORAGE CO.

43 Griswold St.

DAILY MOTOR FREIGHT SERVICE BETWEEN
DETROIT—TOLEDO—CLEVELAND—FLINT—
BAY CITY AND SAGINAW

Canadian License

Member: NFWA—AVL and MichWAssn.



DETROIT, MICH.

**We Have Doubled Our Facilities
and Doubled Our Service . . .**Two great storage and distributing systems
have been merged to increase their useful-
ness in the warehouse field.**Central Detroit Warehouse**Located in the heart of the wholesale and jobbing
district, within a half-mile of all freight terminals.
Modern buildings, lowest insurance rate in city.**Michigan Terminal Warehouses**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,
serving the west side of Detroit and the City of
Dearborn. Specializing in heavy and light package
merchandise and liquid commodities in bulk. Con-
nected directly with every railroad entering the city.**CENTRAL DETROIT WAREHOUSE CO.**

Fort and Tenth Streets, Detroit, Mich.

DETROIT, MICH.

**FEDERAL
WAREHOUSE COMPANY**

Personal Service that is different

Pool car distribution by our own trucks

Lafayette 1157-1135

Try us and be convinced

DETROIT, MICH.

**GRAND TRUNK RAILWAY TERMINAL
& COLD STORAGE COMPANY**

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-
transit service, offering every facility
known to modern distribution.New
Ultra-Modern
PlantTrunk Line
Terminal
Complete Service

Continental-wide Connections

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.

MOVING—PACKING—SHIPPING

STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

**JEFFERSON
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

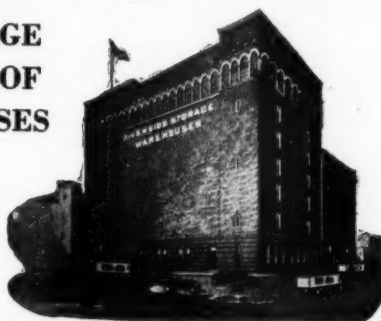
**MERCHANDISE WAREHOUSING
and DISTRIBUTION**Our reinforced concrete building, centrally
located, assures very prompt delivery of goods to
our patrons' customers. Desirable offices for rent.
Quick service on pool cars. Prompt reshipments
and city deliveries by our own motor trucks.

DETROIT, MICH.

James D. Dunn, President and Treasurer

FOUR LARGE
FIRE - PROOF
WAREHOUSES

STORAGE
PACKING
SHIPPING



Household Goods

"SERVICE WITH SECURITY"

Located in the heart of the jobbing district

We solicit the careful handling and warehousing of special merchandise accounts such as Refrigerators, Vacuum and Radio Equipment, Washing and Ironing Machines, Drugs and Toilet Supplies and package goods of every kind.

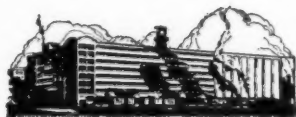
Personal service guaranteed. Let us represent your interests in Detroit.

RIVERSIDE STORAGE AND CARTAGE CO.
Cass and Congress Sts. Detroit, Mich.

Member: NFWA—AWA—MichFWA—MichWA—DFWA

DETROIT, MICH.

Thoroughly
Serving
Greater
Detroit



The full meaning of "Complete Warehouse Facilities" was never more thoroughly expressed than when the giant United States Warehouse Co. of Detroit was opened less than two years ago.

The largest terminal warehouse in the heart of the city, United States is living up to its reputation for anticipating the numerous storage requirements of all types of commodities.

General merchandise, cold or sharp freezer service, receiving, forward-

ing, distribution, storage-in-transit and warehouse financing are all a part of this United States service.

Six million cubic feet of space are provided in the United States Warehouse building. Forty trucks can operate at one time at the unique truck docks which are away from the congested thoroughfares. Fireproof construction makes your insurance rates the lowest.

You will be pleased with United States service.

United States Warehouse Company
1448 Wabash Avenue Detroit, Michigan

DETROIT, MICH.

Wolverine Storage Company, Inc.
11850 E. Jefferson Ave.

STORAGE and MOVING
PACKING and SHIPPING
Members N. F. W. A.

FLINT, MICH.

CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE
SPRINKLERED RISK G. T. TRACKAGE

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND
DISTRIBUTING SERVICE

COLUMBIAN STORAGE & TRANSFER CO.

*Approximately 75% of All Commercial Storage
in Grand Rapids Handled Thru Columbian*

KALAMAZOO, MICH.

THE LARGEST MERCHANDISE WAREHOUSE
IN SOUTHWESTERN MICHIGAN

Private Siding. Free Switching Service.
Moving—Packing—Storage

NATIONAL STORAGE COMPANY

Fireproof Warehouse
301-311 EAST WATER ST. KALAMAZOO, MICH.

LANSING, MICH.

"Center of Michigan"

FIREPROOF STORAGE CO.

H. H. HARDY, Manager

SERVICE—SAFETY—SATISFACTION—GUARANTEED
MOVE—PACK—CRATE—TRANSFER
FIREPROOF WAREHOUSE—PRIVATE SIDING
Merchandise Storage—Pool Car Distribution

Member of A. W. A.

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW
440 No. Washington Ave.
(Member of Allied Van Lines, Inc.)



MUSKEGON, MICH.

RICHARDS WAREHOUSES

NFWA—AWA—MFWA—Allied Van Lines

Most central Lake port in Western Michigan.
Pere Marquette Trackage.

General Merchandise—Household Goods Moved—Packed—Shipped
Richards Storage Corporation, 410-420 Morris Street

PONTIAC, MICH.

Member—N.F.W.A., A.V.L., Mich.F. W. A.

GAUKLER FIREPROOF STORAGE CO.

Moving, storing, packing and shipping of household goods
9-11 ORCHARD LAKE AVE.

Operated in conjunction with

PONTIAC CARTAGE COMPANY

359 S. JESSIE ST. AT G. T. R. R.
Merchandise distribution and warehousing
Fireproof warehouse—Office space—Private siding

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.
GENERAL WAREHOUSEMEN AND FORWARDERS
MERCHANDISE DISTRIBUTION
SPRINKLER SYSTEM
Private Sidings M. C. R. R.
SAGINAW, MICH. Office
N. Michigan Ave.

DULUTH, MINN.

McDOUGALL TERMINAL and COLD STORAGE CO.
DULUTH, MINN.
THE GATEWAY TO THE NORTHWEST

Cold
StorageGeneral
Merchandise

POOL CAR DISTRIBUTION
LOCATED IN THE HEART OF THE JOBBING DISTRICT
LOW INSURANCE RATE
R. D. ALWORTH, Pres. B. E. HALGREN, Gen. Mgr.

MINNEAPOLIS, MINN.

Established 1880

CAMERON
TRANSFER & STORAGE CO.

734-758 Fourth St. No.
Conveniently located on CBQ & GN Ry. tracks.
Local and long distance motor truck service.

MINNEAPOLIS, MINN.

611 Washington Ave. No.

Complete Storage and Dis-
tribution Service Throughout
the Northwest.



K E D N E Y
WAREHOUSE COMPANY

Separate houses
in both cities
for storage of merchandise
& Household Goods



8th & John Sts.

ST. PAUL, MINN.

MINNEAPOLIS, MINN.

In Minneapolis—

**MINNEAPOLIS TERMINAL
WAREHOUSE COMPANY**

provides complete storage and distribution services
for the Northwest Market for many of the largest
National distributors.

In St. Paul—

**ST. PAUL TERMINAL WAREHOUSE
COMPANY**

offers the same progressive services and facilities under
the same management. We invite your inquiries.



Here you get close to MINNEAPOLIS Buyers

MINNEAPOLIS, MINN.

The Northwestern

TERMINAL

PUBLIC BONDED WAREHOUSE
WITH COMPLETE FACILITIES

OPERATING OFFICE: 340 Stinson Boulevard, Minneapolis, Minn.
Members, Minn. W.A.—A.W.A.

MINNEAPOLIS, MINN.

SKELLET Company

514 Second Ave. South, Minneapolis, Minn.

Owns and Operates

a modern fireproof warehouse of 110,000 sq. ft. with private
sidetrack on the C. M. St. P. & P. Ry.

Ballard Storage and Transfer Co. of St. Paul. with
125,000 sq. ft. of fireproof stor-
age space, is owned and oper-
ated by the same management.



Both warehouses equipped with
A. D. T. fire alarm.

Members of AWA—NFWA—
Can. S&T—AVL—Minn. WA



MOORHEAD, MINN.

"Service That Satisfies"

**MOORHEAD
STORAGE AND TRANSFER CO.**

(Operated by Leonard, Crosset & Riley, Inc.)

A complete merchandise and pool car distribution Warehouse. Bonded.
Steam heat and sprinkler system throughout entire building. On main
line G. N. & N. P. Railways, our own private Terminals. Lowest in-
surance rates any storage warehouse in the Northwest.

ROCHESTER, MINN.

Carey Transfer & Storage

903 6th St., N. W.

S.B. Warehouse: (MDSE & HHG). City and interurban delivery of Merchandise. Movers, packers, shippers and manufacturers' distributors. Motor van service. Assoc. AWA MinnWA.

ST. PAUL, MINN.

CENTRAL WAREHOUSE COMPANY
SAINT PAUL-MINNEAPOLIS

At the junction of nine railroads where one stock serves the Twin Cities and Northwest. L. C. L. shipping without carting. Twenty warehouses. Five miles of trackage. Served by our own electric locomotive.

MERCHANDISE STORAGE

DISTRIBUTION

COLD STORAGE

\$2,000,000.00 investment. \$50,000.00 bond. Shipping station—Minn. Transfer, Minn.

Represented by

DISTRIBUTION SERVICE, INC.

100 Broad St. 445 W. Erie St. 833 Third St.
NEW YORK CITY CHICAGO SAN FRANCISCO
Phone Bowling Green 9-0988 Phone Sup. 7180 Phone Sutter 3461

An Association of Good Warehouses
Located at Strategic Distribution Centers

ST. PAUL, MINN.

In St. Paul—

ST. PAUL TERMINAL WAREHOUSE COMPANY

provides complete storage and distribution services for the Northwest Market for many of the largest National distributors.

In Minneapolis—

MINNEAPOLIS TERMINAL WAREHOUSE COMPANY

offers the same progressive services and facilities under the same management. We invite your inquiries.

JACKSON, MISS.

MEMBER



RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution
MERCHANDISE

Experienced Organization and Equipment for
MOVING, PACKING and STORING
HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRR Co.,
Low Insurance Rate
MOTOR TRUCK SERVICE

JOPLIN, MO.

Tonnies Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

it's the **A-B-C FIREPROOF WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof
Constructed Warehouses

Agents
Allied Van Lines, Inc.

KANSAS CITY, MO.

MERCHANDISE STORAGE
LOW INSURANCE RATES
POOL CAR DISTRIBUTION
FREIGHT FORWARDERS
AND DISTRIBUTORS
DAILY TRUCK SERVICE
to ENTIRE SOUTHWEST

MEMBER OF
American Chain of Warehouses
American Warehousemen's
Association • Traffic Club
Chamber of Commerce

ADAMS
TRANSFER & STORAGE CO.
"Surrounded by the Wholesale District"
UNION TRUCK TERMINALS
228-236
West Fourth St.

KANSAS CITY, MO.

"OVER 50 YEARS OF KNOWING HOW"

CENTRAL STORAGE CO.

PROVIDES

"Kansas City's Best Warehouse Service"

PACKAGE STORAGE—OFFICE SPACE—SPACE LEASES—
TRUCK DELIVERIES—POOL CARS DISTRIBUTED—
LOW INSURANCE

Main Office and Plant—1427 West 9th St.
In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES
BEST RAILROAD FACILITIES
IN THE HEART OF THE FREIGHT
HOUSE AND WHOLESALE DISTRICT

Operating
Brokers' Warehouse, Security Warehouse, Terminal
Warehouse

KANSAS CITY, MO.

MONARCH STORAGE

DAN P. BRAY, Pres.

Main Office
1818 E. 31st St.

Branch Office
39th & Main

Member of Mayflower Warehousemen's Association

KANSAS CITY, MO.

W. E. Murray Transfer & Storage Co.

Modern Fireproof Warehouse with private siding on terminal tracks
connecting all Railroads.
Distribution and Storage Merchandise and H. H. Goods.
Pool Cars Promptly Handled and Reports Mailed in.
Motor Truck Service, City and Interurban.

LOWEST INSURANCE RATE IN KANSAS CITY
2015-17-19 Grand Ave. Kansas City, Mo.

KANSAS CITY, MO.

**THE ONLY WAY TRANSFER
& WAREHOUSE COMPANY**

Merchandise
Storage and Drayage
Pool Car Distributors

Parcel Post Forwarders
Track connections with all
railroads.

In the heart of the Freight House and Wholesale District
"30 years of continuous service"

KANSAS CITY, MO.

Member { American Warehousemen's Assn.
Missouri Warehousemen's Assn.
K. C. Warehousemen's Assn.

RADIAL WAREHOUSE COMPANY

POOL CAR

Shipments Forwarded Without Drayage Charge

MERCHANDISE

Storage and Distribution

We solicit your business and offer you SERVICE that is satisfactory at all times.

KANSAS CITY, MO.

UNITED WAREHOUSE CO.
Merchandise Warehouses
at
TWO BIG MARKETS
WICHITA, KANSAS — KANSAS CITY, MO

ST. LOUIS, MO.


ESTABLISHED 1913

Unsurpassed Facilities for Handling
Household Goods, Fireproof Warehouse*Your Interests Will Be Safely Guarded***BENA.
LANGAN**
STORAGE & VAN CO.

5201 Delmar Blvd.

Member Chamber of Commerce. N. F. W. A.

ST. LOUIS, MO.


S. N. Long Warehouse
ST. LOUIS*"Business Making Service"***ST. LOUIS TERMINAL
WAREHOUSE CO.****Largest Warehouse Organization
in St. Louis**

(For industrial storage)

We operate five separate storage warehouses, all on railroad tracks with private sidings connecting with all rail lines entering St. Louis; also, all warehouses have free carload delivery and receipt of merchandise to and from Mississippi River Barge Line. Three of our warehouses are built over a Union Freight Depot, which permits us to forward your freight economically. Our fleet of trucks deliver to St. Louis and to surrounding towns and cities daily.

We handle a larger volume of business than any other Industrial Storage organization in St. Louis, and our warehouses are so located as to serve every industry conveniently and economically.

Let us help increase your sales by prompt, accurate and courteous service.

816 CLARK AVE. GENERAL OFFICES: ST. LOUIS, MO.

ST. LOUIS, MO.

St. Louis Mart, Inc.
Warehouse Division**Merchandise Storage**

State and U. S. Customs Bonded

12th Blvd. at Spruce St.

St. Louis, Mo.

BUTTE, MONT.

CHRISTIE TRANSFER AND STORAGE CO.

TWO WAREHOUSES—VAULT STORAGE

POOL CAR DISTRIBUTING, FORWARDING, FREIGHT

630 Utah Ave. and 802 So. Arizona St.,
Butte, Montana

Member, A.W.A.—N.F.W.A.—Tr. & Shipmen's Assn. of Mont.

HASTINGS, NEBR.

MEMBER

1876

1933

**Borley Storage & Transfer
Co., Inc.**

Pool Car Distribution

FIREPROOF BONDED
FREIGHT TRUCK CONNECTION TO ALL
OF THE CENTRAL PART OF THE STATE

LINCOLN, NEBR.

100,000 Sq. Feet
Lincoln, Nebraska
301 N. 8th Street35,000 Sq. Feet
Grand Island, Nebraska
311 W. 4th Street**SULLIVANS**

1889

44 Years of Continuous Service

1933

Merchandise and Household Storage—Pool Car Distribution.
General Cartage—Trucking—Assembling.

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANSTransfer & Storage Co. Grand Island Storage Co.
Lincoln, Nebr. Grand Island, Nebr.

LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

Member: A. C. W.

OMAHA, NEBR.

16th & Leavenworth, Omaha, Nebr.

BEKINS
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Sioux City, Iowa
Los Angeles, Cal.
San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
Hollywood, Cal.
Sacramento, Cal.
Berkeley, Cal.
Pasadena, Cal.
Santa Barbara, Cal.
Beverly Hills, Cal.
Glendale, Cal.
San Diego, Cal.

OMAHA, NEB.

R. J. MAYER, PRESIDENT

CENTRAL STORAGE & VAN CO.

MAIN OFFICE... 1101-13 JACKSON ST.

COMPLETE WAREHOUSING SERVICE

FIREPROOF WAREHOUSE... TRUCKAGE... MOTOR TRUCKS

OMAHA, NEBR.

FIDELITY STORAGE AND VAN COMPANY

State Bonded Warehouse

Merchandise and Household Storage

Pool Car Distributor

Union Pacific Siding—Free Switching

Low Insurance Rates

Office, 1107 Howard Street

Omaha, Nebr.

OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

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Van & Storage Co.

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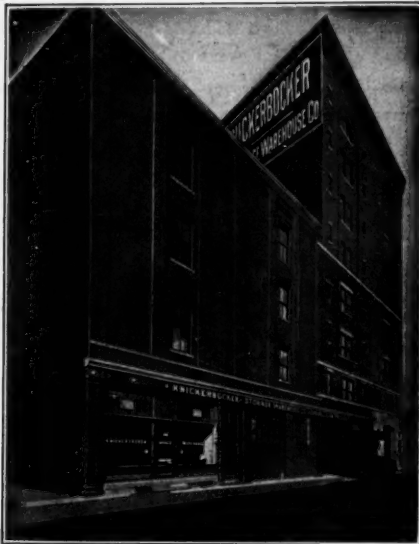
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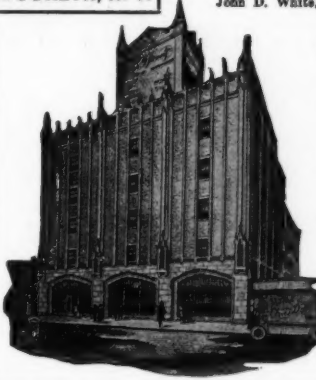
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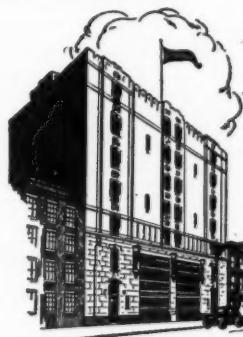
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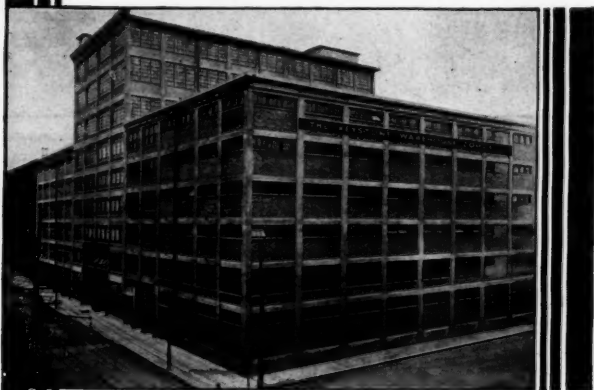
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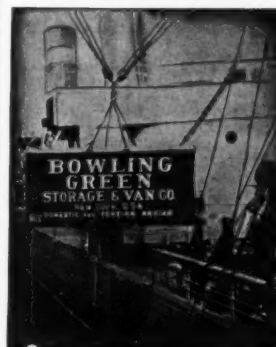
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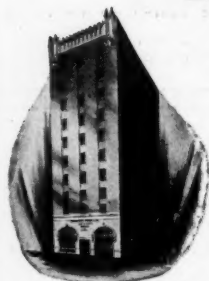
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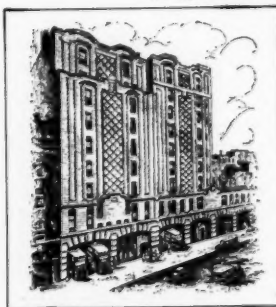
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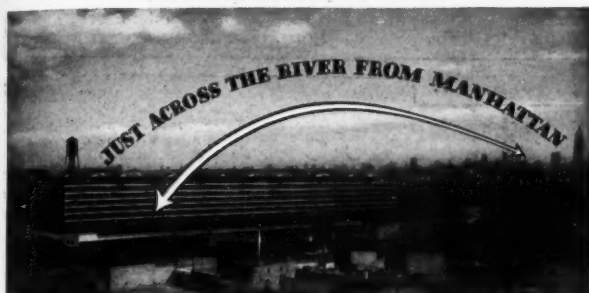
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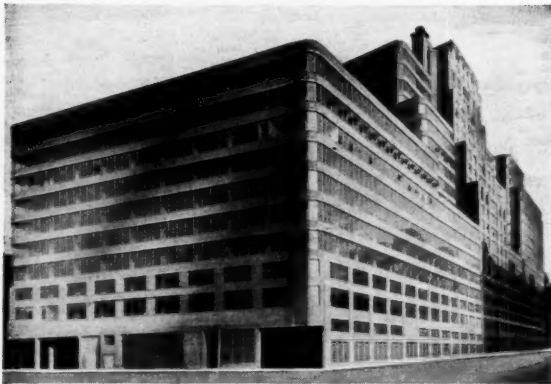
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INVESTIGATE THE ADVANTAGES OF THIS BUILDING

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

Starrett Lehigh Building

D. R. CROTSLEY, Manager, 601 West 26th Street
Telephone: Chickering 4-0297

NEW YORK, N. Y.

SERVING
Greater
New York
and All Points
in
Westchester
County

SANTINI BROS., INC.
MOVERS—PACKERS—
SHIPPERS
General Offices 1405-11 Jerome Ave.
Tel.—JEROME 6-8000
Four Fireproof Warehouses
2,500,000 CUBIC FEET
POOL CAR DISTRIBUTION

NEW YORK, N. Y.

Complete Facilities

for

GENERAL MERCHANDISE & COLD STORAGE

44 Years of Satisfactory Service

Direct track connections with the New York Central, Erie and Lehigh Valley Railroads.

Ideally located in the very center of New York. Adjacent to all Piers, Railroad Terminals and Jobbing Centers.

Twenty-five separate warehouses all fully sprinklered, supervisory alarms and low insurance rates.

2,000,000 cubic feet of cold storage space. Separate rooms with temperatures from zero to any degree desired.

TERMINAL WAREHOUSE COMPANY

New York

INCORPORATED 1889

27th to 28th Streets, 11th to 13th Avenues
New York City

ROCHESTER, N. Y.

Clancy Carting and Storage Company

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse

55-85 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

in the Center of Rochester

ROCHESTER, N. Y.

Established 1873

Storage of Automobiles and General Merchandise

N. Y. C. R. R. 10 Car Capacity, Private Siding

Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

MONROE WAREHOUSE COMPANY, Inc.

Offices: 1044 University Ave.

Member of A. W. A.

ROCHESTER, N. Y.

ROCHESTER STORAGE WAREHOUSES, Inc.

26 N. Washington St.
MERCHANDISE STORAGE • DISTRIBUTION AND
FORWARDING • STORE DOOR DELIVERY

SCHENECTADY, N. Y.



Schenectady Storage and Trucking McCormack Highway Transportation

Offices: 160 Erie Blvd.
General Merchandise Storage and Distribution
Pool Car Distribution Household Goods
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

Fireproof Throughout

Flagg Storage Warehouse Co.

SYRACUSE, N. Y.

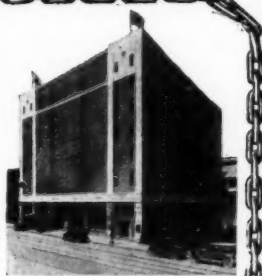
Protected by Automatic Sprinkler
Consign your Household Goods Shipments in our care
MOVING — STORAGE — PACKING — SHIPPING
Misc. Storage Private Siding Pool Cars Handled

SYRACUSE, N. Y.

ONE OF AMERICA'S GREAT WARE- HOUSES

Offers service that—
Increases Sales
Cuts Transportation
Costs

Centrally located, modern,
sprinklered, fireproof build-
ing—heated, private siding.
Store door delivery to any
part of Central New York.
Member AWA, ACW,
NFWA, AVL



Great Northern Warehouses, Inc.
348-360 W. Fayette St., Syracuse, N. Y.

SYRACUSE, N. Y.

DISTRIBUTION KING STORAGE

SINCE 1897



MERCHANDISE

HOUSEHOLD
GOODS

MOTOR FRT.
STORE DOOR
DELIVERY

MEMBERS
A.W.A. N.F.W.A.
AGT. A.V.L.

TROY, N. Y.



For Complete Warehouse Service in Troy

William Lee & Co.

Estate of Wm. H. Lanigan
421-423-425 RIVER ST.
Household Goods, Storage, Packing,
Shipping—Pool Cars Distributed
Fleet of Motor Vans for Local and Long Distance Work

UTICA, N. Y.

Broad Street Warehouse Corporation

Broad & Mohawk Sts., Utica, N. Y.
MODERN STORAGE WAREHOUSE
100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates.
Sprinklered and Heated. Private Offices for Manufacturers' Representa-
tives.
Modern Facilities for
STORAGE - PACKING - DISTRIBUTION - FORWARDING
Of Merchandise, Automobiles, Household Goods
"IN THE HEART OF NEW YORK STATE"

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.

of Utica, N. Y.

The Heart of New York State and natural distributing
point. "Jones of Utica" has distributed Merchan-
dise and Household Goods for 25 years. Every
modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

WATERTOWN, N. Y.

Marcy-Buck & Winslow, Inc.

General Storage, Trucking and Transfer
Fireproof Warehouse 25,000 Sq. Feet
Non-fireproof Warehouse 30,000 Sq. Feet
Moving, Packing, Shipping

Members: N. F. W. A.—A. W. A.—N. Y. S. W. A.—C. N. Y. W. C.

YONKERS, N. Y.

McCann's Storage Warehouse Co.

3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in West-
chester County—serving entire county.

BURLINGTON, N. C.

Barnwell Warehouse & Brokerage Co.

Burlington, N. C.

Located in the heart of the Piedmont section of North Carolina.
Distributing trucks going to practically all points in the State daily.

CHARLOTTE, N.C.

AMERICAN STORAGE & WAREHOUSE CO.

CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.
MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.
Household goods and merchandise.
Pool cars handled promptly. Motor Service.
Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

MERCHANDISE STORAGE

Pool Car Distributors
Private Sidings
UNION STORAGE & WAREHOUSE CO., INC.
(BONDED)

1000-1008 West Morehead St. 20 Private Offices
Private Branch Exchange Insurance Rate 25c



GREENSBORO, N. C.

E. C. LAND

Champion Storage & Trucking Co.Storage and Distributing Merchandise
Truck Deliveries Within Radius of Fifty Miles.
Light Fast Trucks

213 E. Washington St., Greensboro, N. C.

GREENSBORO, N. C.

**SOUTH ATLANTIC
BONDED WAREHOUSE CORPORATION**
GREENSBORO, N. C.

Storage of Merchandise and Household Goods Distribution. Operating Union Motor Freight Terminal. Sprinkler System. Low Insurance.

Pool Cars Handled Promptly
Member of A.W.A., N.F.W.A.

WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

Farrar Transfer & Storage Warehouse

1121 South Front Street

Household Goods, Storage, Packing, Shipping

POOL CAR DISTRIBUTION MOTOR SERVICE

Use Private Siding—A. C. L. R. R.

WINSTON-SALEM, N. C.

Established 1918

Lentz Transfer & Storage Company

Office: 232 S. Liberty St., Winston-Salem, N. C.

Fireproof Bonded Warehouse Centrally Located—Ins. Rate .30% cents.—General Merchandise Storage and Distribution—Household Goods Storage—Packing—Shipping Direct R.R. Siding, Pool Car Distribution—Local and Long Distance Moving.

Member of N. F. W. A.



FARGO, N. D.

Union Storage & Transfer Co., Fargo, N. D.
General Storage—Cold Storage—Household Goods
Established 1908

Four warehouse units, total of 160,500 sq. ft. floor space—two sprinkler equipped and two fireproof construction. Low insurance rates. Common storage, cold storage and household goods. Ship in our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue

A.W.A.—A.C.W.—Minn. W.A.—N.F.W.A.

AKRON, OHIO

City View Storage Co.

70 CHERRY ST.

100,000 square feet of fireproof construction devoted to household and merchandise storage. Low insurance rate.

LOCAL AND LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited.

Free Switching all Roads

Member Ohio Furniture Warehousemen's Assn.



AKRON, OHIO

COTTER WAREHOUSES
INCORPORATED

235 E. Mill Street

Concrete, fireproof building. Storage for household goods and merchandise. Local and long distance moving.

AKRON, OHIO

**The KNICKERBOCKER
WAREHOUSE & STORAGE CO.**

36 CHERRY STREET

Household Goods and Merchandise

Fireproof Warehouse—Local and long distance moving.

CINCINNATI, OHIO

THE BALTIMORE AND OHIO WAREHOUSE CO.

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at Sixth and Baymiller Sts. Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice, etc., where a low temperature is maintained. Special attention given to reshipping in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring cellar storage.

Low Insurance Rates. Sprinkler Systems.

Address: Second and Smith Sts.

FRED W. BERRY.

Manager and Treasurer.

CONSIGN VIA BALTIMORE AND OHIO RAILROAD

CINCINNATI, OHIO

CINCINNATI TERMINAL WAREHOUSE, INC.

Central Ave. and Augusta St.

MERCHANDISE—STORAGE—DISTRIBUTION

Largest Most Modern Strictly Fireproof Warehouse in Ohio
7,500,000 cu. ft. General Storage—1,500,000 cu. ft. Cold Storage

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

N. W. Corner Pearl and Plum

Merchandise Storage
Penn. R.R. Siding

Pool Cars

Inter-City Truck Depot



CINCINNATI, OHIO

The Fred Pagels Storage Co.

937 West 8th St.

Reliable Dependable

Near all railroads entering Cincinnati. Serve all suburbs.

Member NFWA-OWA

CLEVELAND, OHIO

**THE BEST WAREHOUSE LOCATION
IN CLEVELAND**

THE CLEVELAND STORAGE COMPANY

Offices—Guardian Bldg.

CLEVELAND, OHIO

Mercantile Storage and General Trucking

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

THE CURTIS BROS. TRANSFER COMPANY
Cleveland, Ohio

Member of A. W. A.

CLEVELAND, OHIO

MEMBERS A.W.A. O.W.A.

**LEDERER
SERVICE
TERMINAL**

BUILDS BETTER BUSINESS

MERCHANDISE WAREHOUSING AND DISTRIBUTION

West 25th St. Whse.
Private Siding Erie Ry.Broadway Whse. Private Siding Nickel Plate Ry.
East 57th St. Whse.
In Northern Ohio Food Terminal Area

CLEVELAND, OHIO



THE DISTRIBUTION TERMINAL
& COLD STORAGE CO. CLEVELAND, OHIO

Central Viaduct and West 14th St.

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New	Trunk Line
Ultra-Modern	Terminal
Plant	Complete Service

Continent-wide Connections

CLEVELAND, OHIO

THE
OHIO TERMINAL CO.

CREATING A NEW DEAL FOR DISTRIBUTORS

3540 CROTON AVE. S. E.

CLEVELAND, OHIO

COLUMBUS, OHIO

FIREPROOF STORAGE

COLUMBUS WAREHOUSES, Inc.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

MEMBERS: O.W.A.

COTTER WAREHOUSES

INCORPORATED

MERCHANDISE STORAGE

AND

POOL CAR DISTRIBUTION

STORE DOOR DELIVERY

COLUMBUS, OHIO

Moving—Packing—Shipping—Storage

THE

FIREPROOF

Warehouse & Storage Co.

Pool Cars Distributed

1018-32 No. High St.



CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.R.s. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.R.s. to Cleveland, Ohio.



LINCOLN STORAGE

Geo. A. Rutherford, Pres. W. B. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

CLEVELAND, OHIO

NEAL

is the exclusive representative in Greater Cleveland for THE AERO-MAYFLOWER TRANSIT CO.

Quick . . . Safe . . . Low Cost Inter-City Moving

Eight modern warehouses . . . private switch facilities



The NEAL STORAGE COMPANY

CLEVELAND OHIO

COLUMBUS, OHIO

COLUMBUS

in the Center of the Nation

The Merchandise Warehouse Co.

in the Center of Columbus

Ready to serve you. Efficiently. Economically. Intelligently, with the kind of service you have a right to expect from your warehouse.

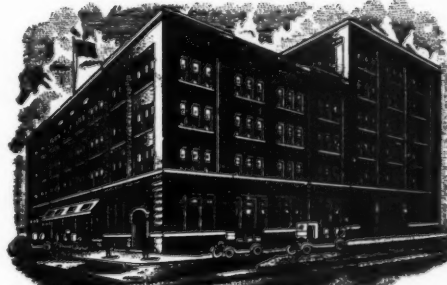
THE MERCHANDISE WAREHOUSE CO. 370 W. Broad St., Columbus, Ohio

Member—American Chain of Warehouses

COLUMBUS, OHIO

MERCHANDISE STORAGE and DISTRIBUTION

FIREPROOF



LOW INSURANCE

THE NEILSTON WAREHOUSE CO.

DAYTON, OHIO

THOS. F. LARKIN

WAREHOUSE & CARTAGE COMPANY

925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

MARION, OHIO

MERCHANTS TRANSFER COMPANY

160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

MARION, OHIO

WRIGHT**TRANSFER & STORAGE CO.**

EST. 1889

MERCHANDISE—HOUSEHOLD GOODS*WRight Service to Meet Your Requirements.*

Member of N.F.W.A.—O.W.A.

MIDDLETOWN, OHIO

Pres. & Gen. Mgr. A. Jackson

THE JACKSON & SONS CO.

Main Office, 1901 Manchester Ave.

Phones 1207 and 1208

Furniture Warehousing—Local and Long Distance Moving and Contract Hauling—Operating Daily from Cincinnati to Chicago, Pittsburgh, Charleston, W. Va., and way points.

SPRINGFIELD, OHIO

MEMBER

**WAGNER WAREHOUSE CORPORATION**

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

STEUBENVILLE, OHIO

Z. L. TRAVIS, Pres. and Gen. Mgr.

Z. L. Travis Co.

311 North 6th St.

Modern Fireproof Warehouse—29,000 Sq. Feet Reinforced Concrete

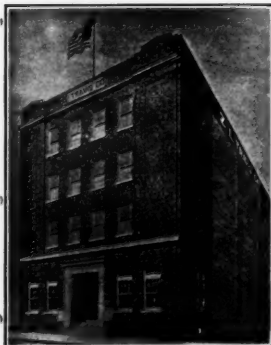
Household Goods Packed, Shipped and Stored

Distribute Household Goods and Merchandise, Pool Cars, Long Distance Moving.

Consign C. L. Shipments P. C. C. & St. L.

Members:

N.F.W.A.—O.W.A.



TOLEDO, OHIO

Great Lakes Terminal Warehouse Co.

of Toledo

355 Morris Street

Merchandise Storage and Distribution

Store Door Delivery

Complete Service

Private siding New York Central and B. & O. R.R.

TOLEDO, OHIO

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 Vance St.

Merchandise Storage and Distribution

Excellent Service

Member A. W. A.

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.

EST. 1887

CRATING—PACKING—MOVING**STORAGE**
YOUNGSTOWN, OHIO

ENID, OKLA.

The Enid Transfer and Storage Co., Inc.

Located on a spur of the St. Louis and San Francisco Railway Co., in a three-story brick and reinforced steel building, is equipped with sprinkler system of fire control. Centrally located, a favorable rate set-up prevails for entire area embracing Northern and Northwestern Oklahoma and Southern and Southwestern Kansas. Daily freight or express service is available to nearly all points in the above section.

202-206 East Maple Street

Enid, Okla.

OKLAHOMA CITY, OKLA.

Member A. W. A.

Commercial Warehouse Co.

Exclusive Merchandise Storage

Pool Car Distributors

Free Switching

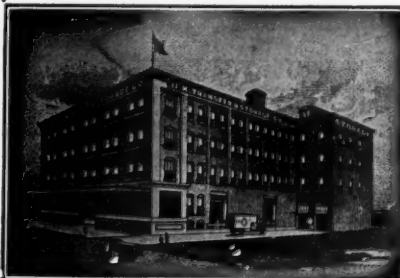
14c. Insurance

OKLA. CITY, OKLA.

Established 1889

O. K. Transfer & Storage Co.

General Warehousing and Distribution

**MOTOR
TRUCKS
& TEAMING****HOUSEHOLD
GOODS****MERCHANDISE**MEMBERS
NFWA, AWA,
Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Bonded Under State Law

Oklahoma Bonded Warehouse Company

Merchandise Warehousing

Pool Car Distribution

Free Switching
Private Trackage
P. O. Box 122250,000 Sq. Ft.
Floor Space.
Fireproof

OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Merchandise and Household Goods Automatic Sprinkler System Office and Warehouse 2-4 East California Avenue

We Solicit Your Accounts for Transfer and Storage Members of American National Warehousemen's Associations

TULSA, OKLA.

Federal Storage Company

GENERAL WAREHOUSING & DISTRIBUTION

CLOSE TO RETAIL DISTRICT

LOW INSURANCE SPRINKLER SYSTEM

MEMBERS—A.W.A., N.F.W.A., T.S.W.T.A.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

TULSA, OKLA



Fire Proof Warehouse
Merchandise and Household Goods Storage
Oklahoma's Leading Warehouse

Tulsa Terminal Storage & Transfer Co.

8 N. Cheyenne Tulsa, Okla.

Members A.W.A., N.F.W.A.

PORTLAND, ORE.

Rudie Wilhelm, Pres.

RUDIE WILHELM WAREHOUSE CO.

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Fwd'g Co.

**ALLENTOWN, PA.
BETHLEHEM, PA.**

500,000 CU. FT. COLD
STORAGE
200,000 SQ. FT. DRY
& HOUSEHOLD
STORAGE



Serving
ALLENTOWN
BETHLEHEM
AND EASTON
Private Siding
LEHIGH & NEW
ENGLAND R. R.

LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE COMPANY

15th Avenue, North of Broad St., Bethlehem, Pa.

PORTLAND, ORE.

W. H. McMurtry, Oper. Exec.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses

Licensed under the U. S. Warehouse Act.

Merchandise, Storage and Distribution.

Private Siding. Free Switching. Sprinklered.

450 GLISAN STREET

DONORA, PA.

AL ZEFFIRO

TRANSFER & STORAGE

Gen. Offices: 8th St. and Meldon Ave.

Household Goods Storage, Packing, Shipping, General Merchandise
Storage and Distribution.

Specialists in Pool Car Distribution and Long Distance Hauling

PORTLAND, ORE.

HOLMAN TRANSFER CO.

480 HOYT STREET

**General Merchandise Storage and
Distribution**

Private Siding All Railroads Entering Portland
Located in the center of wholesale and jobbing district.

**POOL CAR DISTRIBUTION
A SPECIALTY**

Member A. W. A.—Amer. Chain.

Established 1864

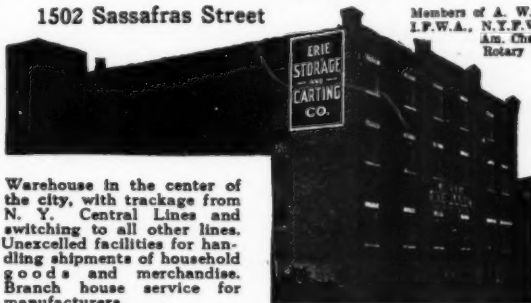
ERIE, PA.

ERIE

STORAGE & CARTING CO.

1502 Sassafras Street

Members of A. W. A.,
I.P.W.A., N.Y.P.W.A.,
Am. Chain &
Rotary Club



Warehouse in the center of
the city, with trackage from
N. Y. Central Lines and
switching to all other lines.
Unexcelled facilities for handling
shipments of household
goods and merchandise.
Branch house service for
manufacturers.

PORTLAND, ORE.

J. H. CUMMINGS, Pres.

MERCHANDISE STORAGE & WAREHOUSING

Northwestern Transfer Co.

General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

Our private siding is served by all railroads

175 15th St., North, PORTLAND, OREGON

HARRISBURG, PA.

"Transportation Specialists"

CENTRAL STORAGE & TRANSFER CO.

11th AND STATE ST.

Pool Car Distribution Specialists.

Fleet of 25 trucks for local and long distance delivery.

Hauling of all kinds.

Household Goods and General Merchandise.

Daily truck connections to points within 100 mile radius.

Largest trucking concern in Central Pennsylvania.

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established in 1848

474 Glisan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped.

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

The Men Who Distribute

Pepsodent Tooth Paste

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

HARRISBURG, PA.

Pool Cars

Efficiently
Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.

P. R. R. Sidings

HARRISBURG, PA.

American Warehousemen's Association, National Furniture Warehousemen's Association, Penna. Furniture Warehousemen's Association

HAZLETON, PA.

CHRIST N. KARN, Prop.

KARN'S TRANSFER & STORAGE

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage, Packing, Shipping
Merchandise Storage and Distribution
Pool Cars Distributed. Local and Long Distance Hauling
Members of N. F. W. A.



JOHNSTOWN, PA.

I. D. REPLOGLE STORAGE CO.

438 HORNER ST.



Household Goods Storage, Packing, Shipping
General Merchandise Storage
Pool Car Distribution
Private Siding. Specify B. & O. Delivery



LANCASTER, PA.

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

Members P.F.W.A. P.S.W.A.

NEW CASTLE, PA.

Keystone-Lawrence Transfer & Storage Co.

Packing, Crating, Storage and Shipping
of Household Goods

Merchandise distribution. Pool car shipments. Motor trucks for light and heavy hauling and long distance moving.
Members N. F. W. A. Members Penna. Warehousemen's Assoc.

OIL CITY, PA.

CARNAHAN

Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.
Forwarding agents

Members N. F. W. A.

PHILADELPHIA, PA.

ATLAS

STORAGE WAREHOUSE COMPANY

FIREPROOF DEPOSITORY

4015 Walnut Street

Member N. F. W. A., P. F. W. A. and C. S. & T. A.
WALTER E. SWEETING, President

PHILADELPHIA, PA.

Est. over 40 years.

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise.

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

H. NORRIS HARRISON, Pres. F. L. HARNER, Vice-Pres., Treas.
LEAH ABBOTT, Secy.

This type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of motor vans.

PHILADELPHIA, PA.

BUELL G. MILLER, President

MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member N.F.W.A., P.F.W.A., P.M.T.A., Can. S. & T.



Just think... a modern, new hotel, in the heart of New York—200 feet from Broadway, on 45th Street. A room and bath for one, \$2.50; for two, \$3.50.

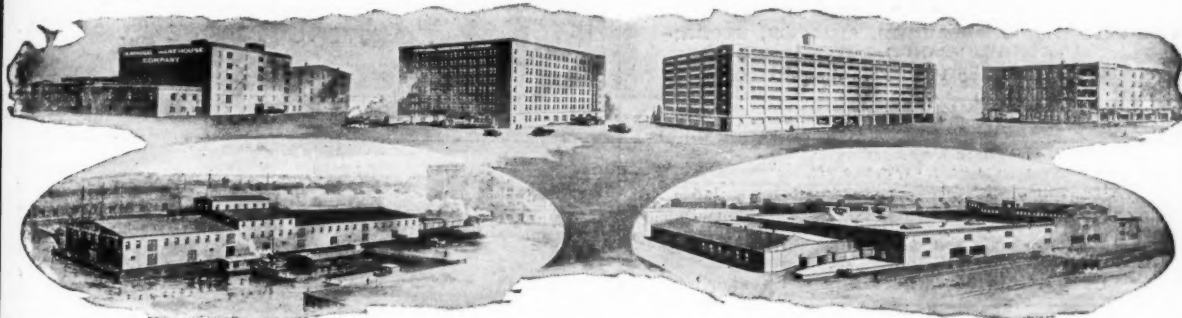
It's the **PICCADILLY**

45th STREET and BROADWAY • NEW YORK

WILLIAM MADLUNG, Mng. Dir.

PHILADELPHIA, PA.

13 Warehouses 68 Acres of Floor Space
Trackage Facilities for 143 Cars. Reading R. R. Sea and Rail
Penn. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car departments.

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Distribution and Warehousing
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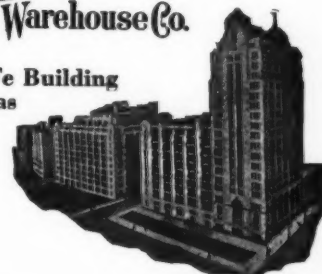
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Capacity 500 Cars

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INSURANCE .13 Cents per \$100.00

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27 years' warehousing experience in Seattle.

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Largest Spot-Stocks in the
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WAREHOUSE SERVICE
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Motor Truck and team service, H. H. C. pool cars

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CITIES SERVICE POWER PROVER

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of March 3, 1933, of Distribution and Warehousing, published monthly at New York, N. Y., for October 1, 1933.

State of New York, }
County of New York, } ss.

Before me, a Notary Public in and for the State and County aforesaid, personally appeared A. K. Murray, who, having been duly sworn according to law, deposes and says that he is the President and Business Manager of the DISTRIBUTION AND WAREHOUSING, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of March 3, 1933, embodied in section 537, of the Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, Distribution and Warehousing Publications, Inc., 249 West 39th St., New York, N. Y.; Editor, Kent B. Stiles, 249 West 39th St., New York, N. Y.; Managing Editor, none; Business Manager, A. K. Murray, 1710 Newkirk Ave., Brooklyn, N. Y.

2. That the owner is:

Distribution and Warehousing Publications, Inc., 249 West 39th St., New York, N. Y. Stockholders of Distribution and Warehousing Publications, Inc.: A. K. Murray, 1710 Newkirk Ave., Brooklyn, N. Y.; Kent B. Stiles, 249 West 39th St., New York, N. Y.; Harry B. Webster, Jr., 11011-198th St., Hollis, L. I., N. Y.; United Publishers Corporation, 239 West 39th St., New York, N. Y. Stockholders of United Publishers Corporation: United Business Publishers, Inc., 239 West 39th St., New York, N. Y. Stockholders of United Business Publishers, Inc.: C. S. Baur, Long Island, N. Y.; George H. Busby, Philadelphia, Pa.; Anna B. Frank, Pleasantville, N. Y.; Fritz J. Frank, Pleasantville, N. Y.; Lee Higginson & Co. (Partnership), New York, N. Y.; C. A. Musselman, Philadelphia, Pa.; Estate of A. C. Pearson, Montclair, N. J.; Lella C. Pearson, Montclair, N. J.; Frederic C. Stevens, 325 West End Ave., New York, N. Y.; Frederic C. Stevens Co., 23 Prospect Terrace, Montclair, N. J. Stockholders of Frederic C. Stevens Co.: Velma S. Stevens, 325 West End Ave., New York, N. Y.; F. C. Stevens, Jr., 325 West End Ave., New York, N. Y.; Velma I. Stevens, 325 West End Ave., New York, N. Y.; Frederic C. Stevens, 325 West End Ave., New York, N. Y.; Ruth S. Kane, Montclair, N. J.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (if there are none, so state.) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

A. K. Murray, Business Manager.

Sworn to and subscribed before me this 2nd day of October, 1933.

(Seal) MOLLIE GOLDBERG.

Notary Public, Kings County, No. 289, Reg. No. 4341, Cert. filed in N. Y. Co. No. 806, Reg. No. 4-G-480. Commission expires March 30, 1934.

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